



REV. J. JOHN SMITH

# Souvenir of



F. G. H. M. S. S.

CONVENTION  
JUNE 13-14 & 15  
1907  
NORFOLK, VA.











#### \*FLAG OF THE STATE

The flag of the Commonwealth shall hereafter be made, of bunting or merino. It shall be a deep blue field, with a circular white center of the same material. Upon this circle shall be painted or embroidered, to show on both sides alike, the coat-of-arms of the State, as described by the convention of seventeen hundred and ninety-six, for the obverse of the great seal of the State; and there shall be a white silk fringe on the outer edge, furthest from the flag-staff. This shall be known and respected as the flag of Virginia.

\*Governor John Floyd, Sr., caused the first flag of the State to be made and it was used thereafter, from time to time with improvements. The Secession Convention passed the first law on the subject, on April 30th, 1861, Ordinance Convention (Richmond), 1861, prescribing what the flag should be. But all ordinances of this Convention were repealed by the Wheeling Convention, and hence the Legislature at its last session prescribed the provisions herein contained. This was the regimental flag used during the late war, and was much admired.—CODE OF VIRGINIA, 1873, Page 124.

“THE BANNER OF THE OLD DOMINION”



S

# SOUVENIR

*Celebrating the Eleventh Annual Session*

*Published by*  
OLD  
DOMINION  
COUNCIL  
298  
NORFOLK  
VA.

GRAND COUNCIL

Kentucky, Virginias, Maryland and District of Columbia

U. C. T. *of* AMERICA

*Commemorating*

Jamestown Exposition

E. S. WILLIAMS

STEWART WESTOVER

F. F. NASH

COMMITTEE

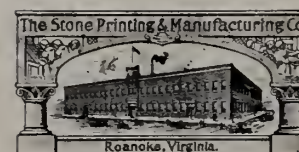
A. ROWLAND NASH

S. N. HOUGH



"A SAMPLE"

Many of the Engravings used herein were kindly loaned by the Agricultural and Industrial and Passenger Departments of the Norfolk & Western Ry.





# INTRODUCTION

---

---

THIS BOOK has been prepared by OLD DOMINION COUNCIL, No. 298, United Commercial Travelers of America, of Norfolk, Virginia, as a Souvenir commemorating the Eleventh Annual Session of the Grand Council of the jurisdiction of Kentucky, Virginia, Maryland, West Virginia and District of Columbia, held in this City, June 13th, 14th, and 15th, 1907, with a hope that it may prove a blessing, diffusing both knowledge and pleasure to our guests and friends; that it may be valuable as an aid in perpetuating the memories of our Forefathers and the Heroes of discovery, who first planted the Cross of Civilization among the wild tribes in this Country. And above all, may it be most efficacious in disseminating and establishing the sacred and sublime precepts of our beloved order, which binds us with fraternal obligations and social affiliations, worthy the benediction of Heaven.

---

---

*Fraternally*

---

---

E. S. WILLIAMS :: Chairman

S O U V E N I R                      C O M M I T T E E

## Officers of Old Dominion Council No. 289

NORFOLK, VIRGINIA

S. N. HOUGH.....Senior Councilor

S. WESTOVER.....Junior Councilor

F. P. STRAS.....Past Councilor

R. T. MASSINGILL .....Conductor

H. L. WRENN.....Page

J. C. HUTCHINSON.....Sentinel

### Executive Committee

E. S. WILLIAMS

PHIL ROSKUM

A. W. JOHNSON

J. N. McBRIDE

# PROGRAMME

---

Thursday, June 13th. Opening Exercises at Armory Hall 9:30

Invocation:

REV. W. M. VINES, D. D.

MUSIC

Introduction:

S. E. MORRIS, Chairman Ect. Committee

Welcome Address on behalf of Norfolk

J. G. RIDDICK, M. D., Mayor

MUSIC

Address in behalf of Old Dominion Council

HON. W. T. HENDERSON, President B. M. A. and  
B. of T.

MUSIC

H. K. WOLCOTT, A. M.

MUSIC

Response:

O. E. HEIHLE, Grand Councilor

MUSIC

Announcements

MUSIC

Benediction:

DR. GEORGE E. BOOKER, D. D.

2 P. M.—Grand Council Meeting.

8 P. M.—Meeting Old Dominion Council and Initia-  
tion of Candidates.

Friday, June 14th

9 A. M.—Meeting Grand Council.

2 P. M.—Outing at Virginia Beach; Bathing in the Atlantic Ocean; Sea Food Dinner at Princess Anne Hotel;  
Music and Dancing.

Saturday, June 15th

PARADE

U. C. T. Day at Exposition Grounds

Addresses by GOVERNOR CLAUDE SWANSON

HON. HARRY ST. GEORGE TUCKER

With Appropriate Responses, etc.

# CONVENTION COMMITTEES

---

## Executive Committee

(Also Ex-Officio Members of All Committees)

E. S. WILLIAMS      J. N. McBRYDE      PHIL ROSKAM      A. W. JOHNSON

## Reception and Entertainment Committee

S. E. MORRIS, CHAIRMAN

H. K. WOLCOTT	J. H. GATLING	H. B. BARBEE	J. N. McBRIDE
PHIL ROSKAM	S. N. HOUGH	A. S. JOHNSON	J. N. HOLLIDAY
E. T. MEEKS	L. W. DAVIS	C. D. GRIFFITH	H. B. VESEY
S. W. FERRELL	E. R. GALE	J. T. FENTRESS	E. RIDDICK
G. B. HOLMES	G. A. J. SCOTT	MAX LAVITT	H. B. PRICE
W. H. LOWE	J. C. HUTCHINSON	J. Y. MACRAE	
H. B. VAUGHAN	B. R. McFADDEN	R. T. MONUCURE	
GRAY McCAULEY	MYER METZGER	M. R. PUCKETT	
M. W. PICOT	GEORGE EVANS	J. W. DAILEY	C. J. FLANAGAN
H. W. FERRETT	STEWART WESTOVER	GEORGE C. FRANK	

## Transportation Committee

W. H. CHEATHAM, CHAIRMAN

R. D. BASKERVILLE	R. W. FOWLER	E. S. BEAMAN
VICTOR BROWN	T. E. BASS	J. S. STUMP, JR.
W. H. HARRISON	E. R. BALL	D. A. JORDAN
NED G. RUSSELL	A. J. JOHNSON	W. H. ELLIOTT
C. E. EFIRD	D. S. EINSTEIN	J. L. FENTRESS
J. S. HUTCHINSON	W. J. EURE	H. L. HECKLER
	N. W. HARRISON	



## Hotel Committee

F. P. STRAS, CHAIRMAN

S. WESTOVER	W. E. B. JORDAN	A. M. JOHNSON	J. K. WATERMAN
H. L. WRENN	C. M. JORDAN	W. P. IVES	A. P. WALLER
A. R. NASH	T. R. WALTON	W. R. JORDAN	
C. M. JENKINS		D. A. JORDAN	

## Decoration Committee

E. M. FAGAN, CHAIRMAN

R. L. PORTLOCK	DR. J. E. MASROW	T. B. WALKER	FRANK LE GRAND
JOE POWELL	J. E. NICHEL	S. A. MEADE	T. M. ROBERTS
B. L. OWENS	W. L. GRAHAM	J. N. PEED	J. L. GRANDY
A. P. O'CONNOR	W. T. TRUXTON	W. L. NEWTON	

## Music Committee

R. T. MASINGILL, CHAIRMAN

E. W. TURNER	E. S. STUBBS	J. C. ROBBINS	M. E. HUNTER
P. T. LEE	A. H. TUTTLE	F. F. NASH	A. J. SCOTT
H. R. RAWLINGS	R. D. HOLLOWAY	J. N. WATTERS, JR.	
W. H. C. RANSONE		G. G. HIMMELWRIGHT	

## Parade Committee

NED G. RUSSELL, CHIEF MARSHAL

PHIL ROSKAM, ASSISTANT CHIEF MARSHAL

### Aids

S. WESTOVER	J. L. SWINDELLE	S. BYRAN, JR.
PAUL BLINCO	K. C. CAMPBELL	L. L. DICKINSON
W. T. BOHANNAN	E. B. COOTES	J. W. BURK, JR.
M. W. BATEMAN	W. T. BASS	A. J. DESMOND

# Officers of Grand Council of Kentucky, Virginias, Maryland and District of Columbia, 1906 to 1907

E. O. HIEHLE, Grand Councilor, Parkersburg, W. Va.	JOSEPH E. CUNI, Grand Treasurer, Covington, Ky.
W. E. CONNELL, Gr. Jr. Councilor, Charleston, W. Va.	W. T. SHEPHERD, Grand Conductor, Richmond, Va.
T. J. PHELPS, Grand Past Councilor, Bluefield, W. Va.	E. B. WOODYARD, Grand Page, Bluefield, W. Va.
GEORGE F. BROWN, Grand Secretary, Lexington, Ky.	W. T. BROWNING, Grand Sentinel, Lexington, Ky.
I. BRENNEN, Grand Chaplain (appointed), Wheeling, W. Va.	

## Grand Executive Committee

J. S. MECHLING—one year . . . . . Clarksburg, W. Va.	G. W. GILBERT—two years . . . . . Lynchburg, Va.
J. L. REED—one year . . . . . Covington, Ky.	W. M. FUNKHOUSER—two years . . Harrisonburg, Va.

## Auditing Committee

J. M. LANDWHER . . . . . Covington, Ky.	C. F. RATHBONE . . . . . Parkersburg, W. Va.
G. L. REED . . . . . Richmond, Va.	

## Legislative Committee

T. J. PHELPS, Chairman . . . . . Bluefield, W. Va.	F. G. PUGH . . . . . Cumberland, Md.
G. B. VAN HORN . . . . . Lexington, Ky.	B. J. FISHBURNE . . . . . Roanoke, Va.
C. F. RATHBONE . . . . . Parkersburg, W. Va.	

## Transportation Committee

E. O. HIEHLE, Chairman . . . . . Parkersburg, W. Va.	T. J. PHELPS—N. & W. Ry. . . . . Bluefield, W. Va.
GEO. F. BROWN, Sec'y—C. & O. R. R. . Lexington, Ky.	C. F. Rathbone—B. & O. R. R. . Parkersburg, W. Va.

## Representatives to Supreme Council

JAMES T. MORGAN . . . . . La Grange, Ky.	GEORGE F. BROWN . . . . . Lexington, Ky.
T. J. PHELPS . . . . . Bluefield, W. Va.	JOSEPH E. CUNI . . . . . Covington, Ky.
E. O. HIEHLE . . . . . Parkersburg, W. Va.	H. C. HARVEY . . . . . Huntington, W. Va.

## Alternates

H. P. CANNON . . . . . Charleston, W. Va.	J. T. GILBERT . . . . . Lexington, Ky.
H. S. BROWN . . . . . Bramwell, W. Va.	W. B. GOTHERMAN . . . . . Covington, Ky.
R. N. GREATHEAD . . . . . Staunton, Va.	



# The Story

—OF—

THE ORDER OF

United  
Commercial  
Travelers

OF AMERICA





COPYRIGHT, 1906  
 THE STONE PTG. & MFG. CO.  
 ROANOKE, VA.



# United Commercial Travelers of America

---



IN the light of its present splendid development and assured success, the story of the early struggles and vicissitudes of the Order of the United Commercial Travelers of America adds an interesting chapter to the history of commercial travelers' organizations in America.

The conception and birth of this Order was brought about through a meeting of the East and West. Levi C. Pease, who was responsible for the ground plan of organization, is a native of Connecticut. John C. Fenimore, to whom was assigned the defining of the duties of the officers and the drafting of the ritual, was born in Indiana and had lived in various parts of the West and South. At one time he was engaged in store-keeping in Louisiana. Upon organization Charles Benton Flagg became the Supreme Secretary of the Order, and lent valuable assistance in working out the clerical details at this period of embryo. Indeed the development of the Order in its early days was largely due to the indefatigable work of the first Supreme Secretary.

For over two years the germ of the idea lay fallow in the minds of the conceivers. The plan of a secret society among commercial travelers without benefits

had been tried with indifferent success. Exclusively beneficial organizations for commercial travelers had, some of them, grown up, flourished and decayed. Successors to these, profiting by the sad experience of those gone before, appeared to be occupying the field to the exclusion of all new comers of whatever kind or character. The prospect was not particularly flattering.

The U. C. T. idea was something along the middle ground between the strictly fraternal orders and the strictly beneficial associations. The scheme was not quickly grasped by those to whom it was unfolded, because it seemed to possess no new features—and yet it was entirely new; so new that it was necessary to blaze a trail all the way.

It was here that the combined elements of character possessed by the pioneers in the movement came in for a rare trial of conclusions with the hard conditions presented.

Fortunately the founders and first Supreme Secretary possessed in composite the qualities of intelligent persistence, brilliant leadership, singleness of purpose, tact, executive ability, earnestness, sincerity, optimism, far-sightedness, confidence, resource, tireless energy, good-fellowship and supreme patience—all these, in about the degree necessary to the accom-

## UNITED COMMERCIAL TRAVELERS OF AMERICA

plishment of the giant task to which they had set themselves. A weakness at any of the above points would have meant failure.

Consciously or unconsciously, the plan evolved by them was destined for a large development; it was a wide and nationalized movement from the start; it was not to be confined to any single section or grand division of the country; it was purposed that Eastern thrift and Southern chivalry should join with Northern steadfastness and Western energy in a concert of sympathetic coöperation.

Of the eight men associated as incorporators, L. C. Pease, J. C. Fenimore, C. B. Flagg, F. A. Sells, John Dickey, S. H. Strayer, W. A. Carpenter and C. S. Ammel, no two represented the same line of trade and all of them were recognized as leaders in their particular field of salesmanship. And what is more to the point, all founders and incorporators who are still living, are today active and vitally interested in all that pertains to the Order's welfare, thus showing the unselfish zeal that has prompted them from the beginning.

All this is set forth for the purpose of showing that the Order of United Commercial Travelers of America was not a thing of accidental or freakish conception or growth. The foundation was laid broad and deep and the superstructure has been reared with grace and symmetry and has grown in prestige and solidity with the passing years.

The plan of organization in the Order of United Commercial Travelers of America, conforms closely to the usages of the standard secret and fraternal bodies. The basis of the plan is the Subordinate Council, which may now be found in all the principal commercial centers of the leading states of the Union, with several flourishing bodies across the border in Canada.

It is in the Subordinate Councils that the degree of the Order is exemplified; no further degrees being required for advancement into the two higher bodies of the Order. Good standing in the Subordinate Council, however, is made a condition to a voice and vote in the higher bodies.

The Order was fortunate in having as one of its founders a ritualist of marked ability. The result of John Cooper Fenimore's labors, was a ritual which is a pleasing surprise to the novitiate, without any of the oft-expected burlesque features and entirely free from vulgar or objectional elements. Building about the Order's tenets of Unity, Charity and Temperance, the ritualist has evolved an initiatory ceremony that is capable of a beautiful and an impressive exemplification, strongly imbued with elevating lessons and thoroughly in keeping with the Order's character, aims and purposes.

The Grand Councils, to which all Subordinate Councils are attached, with the exception of those in detached and scattered territory, are twenty-one

in number. Meetings of these bodies are held once a year between the first of May and fifteenth of June. The Grand Council is made up of representatives from all of the Subordinate Councils in the jurisdiction. Five contiguous Subordinate Councils, by their representatives, may organize a Grand Council; but no less than three Subordinate Councils can maintain one. Grand Councils fix their own basis of representation, and exercise the greatest freedom in the handling of their local jurisdictional affairs. Only Senior Counselors, Past Counselors or Past Senior Counselors, are qualified as representatives.

The Grand Councils are the educational department of the Order. It is from them that a constant stream of information goes out to the members, and from this source, too, is conducted the business of investigating grievances which members may have against hotels or transportation companies. Many Grand Councils, in addition to this, conduct an information bureau through which members of the Order are brought into touch with the employes of traveling help, and assistance is given members in securing favorable positions.

The annual meetings of the Grand Councils are held in some city of the jurisdiction chosen at the previous session and are made the occasion of a happy reunion of United Commercial Travelers and their families. Entertaining Councils vie with each other in extending the most gracious hospitality to visiting

brothers, and the result is a delightful social and fraternal atmosphere, free from all extravagances and excesses of every kind.

Right here seems a good place to say that it is expressly provided by the Constitution that "The use of malt or spirituous liquors at any meeting of a Council, or at any banquet, social, ball or other entertainment, given by or under the auspices of a Council, (or in any club room conducted in the name of, or under the auspices of this Order, is prohibited. The Supreme Counselor shall arrest the Charter of any Council violating this provision."

With this regulation strictly enforced, as it is, no member need feel a hesitancy in taking to the Grand Council meetings his wife and family and mingling freely with the good humored and companionable crowd that is always present.

The Supreme Council is made up of representatives of each of the Grand Councils on the basis of one for every five hundred Subordinate members, or fraction, embraced within the Grand jurisdiction. The meetings of the Supreme Council are held annually, opening on the last Thursday in June, at the Supreme headquarters of the Order in Columbus, Ohio. Grand Counselors, Grand Past Counselors or Past Grand Counselors, are all that are eligible as representatives to the Supreme Council. The Supreme Council is the national law-making body of the Order. Its sessions are in the nature



## UNITED COMMERCIAL TRAVELERS OF AMERICA

of an annual meeting of a corporation. No formal entertainment is provided for, or expected, by the delegates.

As avowed by the articles of incorporation, issued under the general corporation laws of Ohio, January 16th, 1888, "The Order of United Commercial Travelers of America is organized for the purpose of (1) To unite fraternally all Commercial Travelers of good moral character. (2) To give all moral and material aid in its power to its members and those dependent upon them. Also to assist the widows and orphans of deceased members. (3) To establish an indemnity fund to indemnify its members for total disability or death resulting from accidental means. (4) To secure from all transportation companies and hotels, just and equitable favors for Commercial Travelers as a class. (5) To elevate the moral and social standing of its members."

It will thus be seen that membership in the Order embraces four distinct features: Fraternalism, Social Advantages, the care of the Widows and Orphans, and Indemnity for Accidental Injury or Death.

### **The Order as a Fraternity**

The Order of United Commercial Travelers of America has been called by some of its enthusiastic admirers, "The Commercial Travelers' Masonry." This may, or may not be too strong a phrase. There is daily evidence, however, that there exists

a strong bond of sympathy and fellow-feeling among the members of this Order that may be witnessed in the cordial relations between wearers of the button who may perhaps hail from widely separated sections of the country. The Order, in all its principles, purposes and aims, is uplifting, and every influence it exerts makes for the ennobling of the character of the member, both in his relation to society and to the profession to which it belongs. It teaches him that his is an honorable and useful calling; that upon his faithfulness and integrity rests large responsibilities in the world of business and in the complex social systems of our times. It teaches him to respect himself, to guard against excesses, to shun evil associates and to use his God-given energies for the betterment of mankind rather than in the useless and ruinous dissipation which has proven the pitfall of so many of the brilliant men engaged in the selling vocation. It teaches him that in unity there is strength; that grievances and unjust discrimination yield to speedier and more satisfactory adjustment when approached by a collective force. It also teaches that collective forces should be used with judgment and moderation, and that due regard should be exercised for the rights of others. The Order assumes no phase of unionism or paternalism, but it holds steadily to the highest ideals and embraces within its precepts all of the mercantile graces of the age.



## UNITED COMMERCIAL TRAVELERS OF AMERICA

It is not strange, then, appealing as it does to the better side of the Commercial Traveler, that membership in it should be highly regarded by him and that its prestige should be large among those of the craft.

The Sunday preceding the ninth day of April of each year, is set aside and observed by all councils of the Order as United Commercial Travelers' Memorial day. In the fixing of this date for the annual memorial service, the Supreme Council sought to commemorate the unselfish life and death while in the Order's service, of the first Supreme Secretary, Charles B. Flagg. Brother Flagg died on April 9th, 1901. On this Memorial Sunday all brothers of the Order who have "gone on before" are recalled to their friends, and the services are a tribute to the dead and an inspiration to the living.

These services are many times held at some church of the city in which the council is located, a special sermon being preached to the Travelers by the pastor. In other councils there is a preference for a strictly council service which is opened in due form in memorial session. Portions of the U. C. T. burial service which bear an appropriateness, are read responsively by the Senior Counselor and Past Counselor.

The roll of the honored dead is called by the Secretary; after which some brother of the council, with special abilities along that line, pronounces an eulogy to departed fraters.

This is usually followed by a memorial address by

some noted local speaker. With appropriate musical program and graceful floral decorations these memorial services are made at once beautiful and helpful to the entire membership of the council.

It will thus be seen that the fraternal spirit that is felt and realized by every member of the U. C. T. who has in his heart the love of his fellow man, extends even beyond the darkening shadow of the grave, and makes of the Order a brotherhood in fact, as well as name. Like the gallant guardsmen of old, the United Commercial Travelers are "All for one and one for all."

### **The Order as a Factor in Social Life**

One of the great privations inseparably connected, of necessity, with life on the road, is the complete isolation from the family circle and from the enjoyment of the social pleasures, large and small, which compensate greatly for the rough and tumble encounter with the world. No one realized this more than the founders of the Order of United Commercial Travelers of America. To in some measure overcome this, and assist in providing the commercial exile with at least a substitute for his social circle at home, there has been encouraged from the earliest moment of this Order's existence, the maintaining of an active social life in all Councils. The success of the work has been most gratifying. The social session is now a feature in almost all of the Subor-

## UNITED COMMERCIAL TRAVELERS OF AMERICA

dinate Councils, while "Ladies' Nights," "Smokers," balls, parties and picnics are things of frequent occurrence. In nearly all of the Councils a social session is held once a month. To these pleasant affairs all members of the Council are invited, together with their wives and children, if they are so blessed. The visiting member, who happens to be in the city on the evening of one of these socials, is entitled to participate in the enjoyment, and through his affiliation and good standing is made just as welcome as he could be in his own social circle. His membership vouches for him socially, and if he possess the social instinct, as most commercial travelers do, in a marked degree, there is nothing to prevent his entering as fully into the pastimes at hand as any of those present.

The families of commercial travelers who are compelled to make long trips are, in a way, cut off from the social life of their own city. The husband and father being always away, the zest is taken out of social pleasures and the wife stays at home a prey to lonesomeness and perhaps discontentment. The Order of United Commercial Travelers of America says to such wives, "Come out and attend the socials. You will likely find a number of the ladies who are situated just like yourself. Don't make yourself a social recluse because your husband is forced to be away from home. If you have no one with whom to leave the children, bring them along. Come out

and enjoy yourself." A mutual interest breeds a mutual sympathy; which is the basis of all that is best and most helpful in social intercourse.

All that is true of the Subordinate Council, is true in even a greater measure of the annual meetings of the Grand Councils, mention of which has already been made. To many a hard working United Commercial Traveler, the annual reunion afforded by the meeting of his Grand Council, gives him one period of the year of relaxation and enjoyment. The cost of these gatherings to the individual member is such that they may be indulged in by those most modestly situated, and the events planned for his entertainment and that of his family are such as most appeal to the active, energetic temperament of the average commercial traveler, and he returns to his territory a better man, a better salesman, and with a widened mental horizon; his wife and family enriched by a happy memory and many cherished acquaintances.

### **The Order as a Guardian of the Helpless**

The American Commercial Traveler has deep-rooted in his makeup an element of spontaneous, impulsive generosity for those in distress, or for the worthy person in need of temporary financial assistance. This trait has become a tradition among the craft and no day passes without its example. Having its well-spring in this generous impulse, there

## UNITED COMMERCIAL TRAVELERS OF AMERICA

has been evolved by the Order of United Commercial Travelers of America, a form of beneficence absolutely unique among organizations of a beneficial character. This is a fund known as "The Widows and Orphans Fund," which, broadly speaking, guarantees that so long as the Order shall endure, no beneficiary who may be the wife, mother, sister or daughter of a member of the Order, in good and regular standing, shall ever come to the condition of actual want. The Order enters into no legal bond to do this, but the guarantee to do is a sentiment backed by a solemn obligation which every member is required to take. This provision is not an annuity or a pension; neither is it looked upon as a charity. It is not something that may be demanded, but if need exists, it is never withheld.

Early in the history of the Order this fund was started with a dollar assessment on the membership. Since that time it has been maintained by setting aside the two dollars out of the ten dollars charged for application and initiation fees. From this fund disbursements are made in such amounts as are required to meet the wants of the needy, not to exceed in amounts \$50.00 at any one time, nor the sum of \$250.00 in any one year. The Order also obligates itself, in an amount not to exceed \$250.00 a year for each, to clothe and educate the dependent orphans of diseased members, up to their fifteenth birthday.

The recommendation for relief or assistance from this fund must come from the Council nearest the beneficiary's place of residence, the Executive Committee of which is required to make a thorough investigation in each case of distress reported. If they find the beneficiary needy and worthy, they send a statement of the case to the Supreme Executive Committee, together with a recommendation for a disbursement in such amount or amounts as in their judgment is warranted by the circumstances. If their findings are approved by the Supreme Executive Committee, the case is duly entered and his beneficiary receives the money in convenient monthly installments without publicity of any kind. There is no humiliation attending an appeal for relief from this fund by those for whom it was created, nor loss of self-respect in accepting the money. When all resources have failed—when the dark day comes—when recourse to public charity seems the only thing left to the helpless ones, the Order of United Commercial Travelers of America comes forth, as has been said, "Like a ray of hope across a cheerless prospect." Disbursements from this fund have grown until there is now paid out every year about fifteen thousand dollars for the relief of widows and orphans.

While the membership has never been assessed but the once for the purpose of carrying on this splendid work, a provision is made in the constitu-



## UNITED COMMERCIAL TRAVELERS OF AMERICA

tion for an assessment of one dollar on all members who have been affiliated one year or more, whenever the fund, through its regular disbursements, has been reduced to the minimum sum of \$3,000. But no more than one assessment can be made in any year.

### **The Order as Protection Against Loss of Time**

The Order of United Commercial Travelers of America is not an insurance company.

Just as features of material benefit have been made a part of the privileges of membership in some of the other and older fraternal orders, the indemnity paid for disabling, accidental injuries or death has been added to this Order. In the order of United Commercial Travelers of America this feature is handled as a separate department and the protection afforded is as good as the best obtainable anywhere, with the added advantage of being furnished to the membership at the actual cost of conducting the business.

The insurance benefits paid by the orders are:

The loss of time resulting from immediate, continuous and total disability from accidental injury, \$25.00 a week for a period not exceeding fifty-two weeks.

Death by accident .....	\$6,300 00
Loss of both eyes .....	5,000 00
Loss of both hands .....	5,000 00

Loss of both feet .....	\$5,000 00
Loss of one hand and one foot..	2,500 00
Loss of one hand .....	1,250 00
Loss of one foot .....	1,250 00
Loss of one eye .....	1,000 00

The fraternal spirit which characterizes the working of the Order in all departments is emphasized by the manner in which death losses are paid.

Immediately upon receipt of satisfactory proof of death by accident, a voucher for \$5,000.00 is forwarded to the beneficiary. Following this the beneficiary is paid the sum of \$25.00 a week for the period of one year, which \$1,300.00 completes the payment of the death benefit. This method enables the beneficiary under all circumstances to have a fixed income for one year while recovery is made from what is always a severe and nerve-racking shock, and time is thus gained for the consideration of a proper investment of funds with a view to a permanent income.

An accident is defined by the constitution of this Order as a bodily injury, through external, violent and accidental means, which alone, independent of all other causes, shall cause death, immediately or within six months of the happening thereof, or which shall independently of all other causes, immediately, wholly and continuously disable and prevent a member from the prosecution of any and

every kind of business pertaining to his occupation.

It will therefore be seen that this Order does not pay claims for disabilities which are in any way the result of disease, nor which may be contributed to, or prolonged by, bodily infirmities. Neither is the Order liable where poison of any kind is taken intentionally, nor as the result of exposure to, or contact with, poisonous ivy, or by any surgical operation, or any treatment, medical or mechanical, and no claim can be made under the Order's membership certificate where the cause of injury is the result of dueling, fighting, scuffling, wrestling playing professional baseball, football, lifting or over-exertion, or by suicide (felonous or otherwise, sane or insane), or by sunstroke, freezing, any self-inflicted injury, or when death or injury may have happened in consequence of war, rioting or invasion, or in riding or driving races, or of voluntary exposure to unnecessary danger, or in the violation of any of the precautionary rules of any corporation, or company, or of negligent, immoral or disorderly conduct or in consequence of a member being under the influence of intoxicating drinks.

Prohibitory employments are: mining, blasting, wrecking; the manufacture or transportation of gun powder or other explosives.

Indemnity is not allowed in case of injuries resulting from any unlawful act, or where all necessary precaution to guard against injury has not

been used. Claims for accidental acute hernia are limited to two weeks indemnity by the constitution.

Benefits do not extend to disappearances, nor to the case of death or personal injury unless the claimant under his certificate shall establish by direct and positive proof that the same was caused by external, violent and accidental means, and was not the result of design, either on part of the member, or of any other person.

The following is a list of occupations, aside from commercial traveling, in which a member may engage and yet be entitled to full benefits:

Accountant, actor, actuary, agent (traveling), architect (office duties), artist (painter), auctioneer, auditor, bookkeeper, broker (stock, merchandise or gold), cashier, civil engineer (office duties), clerk (at counter or in office), coal dealer (office duties), druggist, draughtsman, freight agent (office duties), lawyer, manufacturer (proprietor, office duties only), merchant, musician, passenger agent (general ticket), phonographer, photographer (salesman, not delivering goods), stenographer, tailor (merchant) and writer (author).

If a member engages in occupations other than the above named, he or his beneficiary is entitled to but half benefits under his certificate of membership.

A member is entitled to change his beneficiary at any time by filing with his Subordinate Council Secretary a certificate to that effect.



UNITED COMMERCIAL TRAVELERS OF AMERICA

Cumbersome details, known as "red tape," are reduced to a minimum in the handling of the indemnity department business.

When a member sustains an injury it is imperative that he send notice of the same to the Supreme Secretary at Columbus, Ohio, within ten days of the happening thereof. It is required that in the same communication he give the name of his medical attendant.

Upon the receipt of notice of injury there is forwarded from the indemnity department a preliminary blank, upon which the injured member is required to give full and complete details of his injury.

The indemnity department notifies the surgeon of the member's Council, or the surgeon of the Council in the city where the member may be stopping at the time of the accident (an acting surgeon is appointed where no Council surgeon is present), also the Secretary and Executive Committee of his Subordinate Council.

Upon receipt at the Supreme office of the preliminary blank duly filled out, a final claim blank is mailed to the injured member, which he fills out and sends to the Secretary of his Council.

The claim is then passed upon by the Executive Committee of his Council, and is forwarded by the Secretary to the Secretary of the Supreme Council, who reviews the claim and refers it to the Auditor of the Supreme Executive Committee, who together

with the Supreme Surgeon passes upon the claim in detail, after which it comes before the Supreme Executive Committee for final action.

When approved, a voucher for the amount is drawn by the Supreme Treasurer and that voucher is forwarded by the Supreme Secretary to the Secretary of the Subordinate Council, to be recorded in his book of records, after which it is delivered to the claimant.

In cases where contradictory evidence is presented, or questions of liability under the constitution present themselves, more time is of necessity consumed, but in all cases, the greatest care is taken to handle all indemnity claims promptly.

In the case of a death claim the process of adjustment is in all essential particulars the same.

The Order reserves the right to hold autopsies in all cases where, in the opinion of the Supreme Surgeon, such action is necessary to determine the Order's liability.

No certificate of membership will be issued to an applicant who has sustained the loss of one or both eyes, an arm, a foot, a hand or leg, or any whole member of the body.

The certificate of a member may be revoked should he, by reason of infirmity or disease, become, in the opinion of the Supreme Executive Committee, an extra hazardous or undesirable risk for accident insurance. The member thus debarred from indemnity

## UNITED COMMERCIAL TRAVELERS OF AMERICA

benefits may continue in the Order as a social member upon the payment of his regular Council dues. So long as he retains his good standing in his Council he is still entitled to all of the social and fraternal privileges and should he die from any cause while thus in good standing, his beneficiary would be entitled to benefits from the Widows' and Orphans' Fund, provided such beneficiary came within the provisions of the constitution.

Indemnity benefits are furnished to members of the Order of United Commercial Travelers of America upon the assessment or mutual plan. Assessments are in amounts of \$2.00 each.

These assessments or calls are made by the Supreme Counselor whenever the indemnity fund of the Supreme Council is less than the sum of \$25,000.00 and are payable to the Secretary of Subordinate Councils within thirty days of their date.

When six of these assessments have been called in any one year the reserve fund of the Order becomes available for the payment of indemnity claims.

Great disasters excepted, this provision guarantees a contingent maximum cost of \$12.00 a year for the accident insurance feature.

In the actual experience of seventeen years the reserve fund has never been drawn upon. Only twice in the Order's history has the sixth assessment ever been called. Five assessments a year is a little above the average.

The actual average cost per year of the indemnity department since the year 1888, the date of founding of the Order, figures \$8.70.

This amount, together with the usual Council dues, constitutes the expense of membership. The amount of Council dues is regulated by each of the Subordinate Councils, locally, being from \$3.00 to \$6.00 per annum. The fees for joining the Order of United Commercial Travelers of America are: Application fee, \$5.00; initiation fee, \$5.00; total \$10.00.

To be eligible to membership you must have been engaged for not less than one year, immediately preceding date of initiation, in the capacity of commercial traveler, city salesman on merchandise broker, selling goods at wholesale, from sample, catalogue, price list or description.

Applicants to be considered, must be men of good moral character and free from physical infirmities, as before stated.

Application must be made to the Subordinate Council nearest the applicant's place of residence, accompanied by the application fee of \$5.00. If the application is acted upon favorably the applicant will be notified to appear at a stated meeting of the Council, when, upon the payment of the initiation fee of \$5.00, he will be entitled to have the degree of the Order conferred upon him, provided, however, that nothing shall have occurred between the filing of the application and the presenting of the appli-

UNITED COMMERCIAL TRAVELERS OF AMERICA

cant for the degree to make him ineligible to membership under the provisions of the Constitution. Certificates of membership are issued by the Supreme Secretary within thirty days after receipt of applications at the Supreme office, unless, for any reason,

same should be withheld by the Supreme Executive Committee. Upon the issuance of this certificate, initiates are entitled to all rights and privileges of membership.





A RAY OF HOPE ACROSS A CHEERLESS PROSPECT





# Norfolk, Virginia

The City of Norfolk is situated on the north bank of the Elizabeth River, just eighteen miles from the ocean. A good ship channel leads out to Hampton Roads, eight miles away, a safe anchorage for the navies of the world. "Norfolk Towne" was laid out in 1682, by act of the House of Burgesses, and before very long, a sufficient number of persons had taken up residence within its borders to warrant the erection of a place of worship.

1686, Francis, Lord Howard, Governor, gave, with the advice and consent of the Council of State, one hundred acres of land adjoining Norfolk, as a glebe for the Elizabeth River Parish. As these glebes, together with the payment of tithes of tobacco and corn, were for the support of the minister and church of each parish, it is reasonable to suppose that the first church was erected in 1686, fifty-three years before the present structure was built. There is positive evidence that a church stood in "Norfolk Towne" in 1700, and that the grounds around St. Paul's were used as a place of interment at a much earlier date, as there are to be seen tablets dating back to 1636. One of the tombs in the yard is that of Mrs. Deborah Bacon, wife of the elder Nathaniel. She died in 1691.

"Norfolk Borough" was established by royal charter September, 1736. Since that time, much land has been reclaimed. At one period, a large part of what is now Norfolk was covered with water. The corner of Church and Charlotte Streets was "Towne Bridge," to which large schooners came to unload.

"Plume's Cove," now represented by the slip at the foot of City Hall Avenue, once extended further inland than the site of the City Hall (Court House).

In 1739, the present St. Paul's Church was built; it fronted on the only road to the country, and was itself outside of town. Tradition says that Colonel Samuel Boush imported and gave the bricks toward the erection of the church, and that he also presented the land upon which it stands; but although the records have been carefully examined, nothing has been found which will establish the fact.

This beautiful church, with its mantle of ivy, stands in the midst of its ancient churchyard, which comprises nearly two acres. Through trials of war and contention, of fire and pestilence, the venerable edifice has stood. On New Year's Day, 1776, Lord Dunmore, enraged at the signal defeat of his forces at Great Bridge, opened a heavy cannonade upon the town. A cannon-ball struck near the eaves at one corner, and buried itself in the masonry; later the ball was recovered from where it fell beneath the wall and replaced in its appropriate bed, in which spot it has remained ever since.

One of the treasures of the church is John Hancock's chair, which is preserved there. It is the one in which he sat when the Declaration of Independence was signed.

During the Revolution, the communion plate was carried away to Scotland by the British. In the year 1826, burial in St. Paul's Churchyard was prohibited, except to such as had relatives already interred there. The Virginia Historical Society has marked the glebe lands of St. Paul's Church with a bronze plate, located on Bute Street, between Boush and Duke Streets.

Norfolk became a city in 1845.

Elmwood Cemetery contains a number of memorials, among the finest of which are the Weston monument, of

## NORFOLK, VIRGINIA

Italian workmanship, the Le Kies mausoleum and the female figure of the Kayton tomb. There is in this cemetery also a monument to the poet, James Barron Hope.

Old Fort Norfolk occupies about fifteen acres of ground on the water front, and was built in 1812. It is now used only as a storage room for large projectiles and other ammunition of the United States Navy.

It was held by the Federal troops the last two years of the Civil War, and one of the buildings, whose walls are four feet, six inches thick, was used to confine many Confederate prisoners.

The gates are closed to visitors, and the place may be seen only from passing boats, or from the Marine Hospital opposite.

The Norfolk Academy was granted a charter in October, 1804, although it was in existence for many years previous to that time. Its original school building was situated on Church Street, opposite to St. Paul's Church. Its present building and grounds occupy the entire block (containing two acres), at the southeast intersection of Cumberland and Bank Streets. This building was planned by Mr. Thomas U. Walter, of Philadelphia (the architect of the National Capitol at Washington, D. C.), and was built in 1840; the cornerstone being laid in May of that year.

The Norfolk Academy did, in June of this year, celebrate the one hundredth anniversary of its existence as a chartered institution.

United States Custom House—On April 16th, 1819, the cornerstone was laid for the new Custom House, at the southwest corner of Church and Water Streets. President Monroe and many other dignitaries were present. Same building was burned in 1861, during the Civil War.

The present Custom House on Main Street, opposite Granby Street, was first occupied by the Government October

26th, 1858, the ground being purchased November 8th, 1851.

City Hall (Court House)—On December 7th, 1832, proceedings were begun in court to condemn the marsh land on Cove Street, east of Bank Street, where the City Hall (Court House) now stands, to fill up for a public square.

On May 17th, 1847, the first piles were driven for the present City Hall (Court House), the plans of which were drawn by William Singleton.

New Post-office, erected in 1900, at a cost of \$250,000, situated at the corner of Plume and Atlantic Streets.

Elks' Home, on College Place, owned by Norfolk Lodge No. 38, B. P. O. E.

Carnegie Library, on Freemason Street, built in 1903-04.

Virginia Club Building, on Granby Street, one of the handsomest club houses in the South, being seven stories and built at a cost of \$100,000.

Norfolk & Western Coal Piers, at Lambert's Point, largest coaling station in America, and the central coaling station for the United States Navy.

Over 4,500,000 tons of coal are handled annually by the Norfolk & Western Railway.

Cotton Warehouses and Compress and Cotton Exchange.  
Silk Mills and Hosiery Mills.

A Tobacco Stemmy, employing 700 operatives, and handling upwards of 300,000 pounds of leaf tobacco per month.

Largest Winery east of California, largest bottlers of wine in America, only champagne vaults in the South. Pioneer American wine growers, established 1835. Leaders in the movement of American names for American wines; producing annually over one million gallons of pure, delightful wines from the Scuppernong and other native grapes and berries. Winery adjoining Berkley Ferry.

## NORFOLK, VIRGINIA

### POINTS OF INTEREST AND RESORTS.

Lafayette Park, at extreme end of Granby Street, contains 114 acres of ground beautifully improved and bordering its entire length on Tanner's Creek (a magnificent sheet of salt water), thus giving it natural advantages for an ideal City Park. Jackson and Lee Parks are also places of special attraction.

Virginia Beach, on the Atlantic Ocean, just eighteen miles from Norfolk; the most delightful surf bathing on the Atlantic coast and one of the most popular resorts; famous for its Lynnhaven Oysters.

Ocean View, on Chesapeake Bay, just seven miles from Norfolk; the Coney Island of the South. It has one of the handsomest Casinos found at any summer resort and supports only high-class performances.

Willoughby Spit, a peninsula sand-bar projecting into Hampton Roads; the most popular cottage section, and the location of the Hampton Roads Yacht Club, one of the handsomest club houses in the South.

Cape Henry, on the Atlantic Ocean at the mouth of Chesapeake Bay, possesses one of the greatest natural curiosities of America. The winds of many centuries have formed the sand into hills nearly two hundred feet high and several miles in length. From the summit of these one can look almost perpendicularly down onto the tops of tall trees and the undergrowth of an extended swamp.

The Old Lighthouse, built in 1791, still stands as a monument to those who, of old, braved the lashing billows of the mighty deep, while a newer lighthouse, built in 1879, standing 152 feet high, serves to guide the present mariners to a safe harbor.

Sewall's Point, nine miles from Norfolk, where still remain the old Confederate earth-works of the first engagement of

the Civil War in Virginia, between the United States gunboat, "Monticello," and a shore battery composed of the Norfolk Light Artillery Blues and a couple of Georgia companies.

The Monticello withdrew from the battle after suffering severe injuries from the shots on shore. The Confederates suffered but one man injured, the first wounded in the State.

The best viewpoint of the battle-ground between the Monitor and Merrimac, which revolutionized the naval architecture of the world. Battle occurred March 8th, 1862.

The site of the Jamestown Ter-Centennial in 1907, in commemoration of the first permanent settlement of the English-speaking people at Jamestown.

Norfolk Navy Yard—Three immense dry-docks where battleships are built and repaired, employing 3,000 men, and distributing in wages \$2,500,000 annually. About \$3,000,000 in addition to this sum is spent each year for improvements and supplies. Captured relics of many wars are to be seen here, and consist of torpedoes, gatling guns, cannon and shell, and a variety of material used in warfare.

United States Marine Hospital, built in 1829, located in a forest grove of seventy-five acres, which forms a peninsula, projecting into the Elizabeth River, making one of the most valuable hospital sites owned by the Government.

Largest horse market in the South, sold during the last twelve months, 20,000 horses and mules at an average price of \$125 each. Sales amounting to \$3,000,000.

Three large Planing Mills, each costing about \$100,000.

One Box and Shook Factory, paying \$500,000 per year for its labor, and cutting 150,000 feet of boards per day.

Norfolk & Southern Railroad—Operating its entire system through Eastern Virginia and North Carolina, the greatest trucking section in the world.

Rip-Raps (Fort Wool)—Situated where the Chesapeake



## NORFOLK, VIRGINIA

Bay and Hampton Roads join, and which has been in process of construction for more than seventy years and is yet unfinished.

Fortress Monroe—The largest fortification in America as well as the most important. It guards the entrance to Chesapeake Bay, protecting the National Capitol at Washington, also the cities of Baltimore, Richmond, Petersburg, Suffolk, Newport News, Hampton, Norfolk, Portsmouth, and Berkley.

It is imposing in its dimensions, garrisoned by artillerists and mounting the heaviest of high-powered modern guns. It commands the entrance to Hampton Roads, which is famous as the scene of the most memorable naval combats of the Civil War; and was the rendezvous of the Flying Squadron during the more recent conflict with Spain. It was here that Jefferson Davis was confined under charge of General Nelson A. Miles.

Daily artillery drills and dress parades, and the target practice with the thirteen-inch disappearing guns form attractive features at the Fort.

Hotel Chamberlin—Recognized as America's finest resort hotel, is not only modern in every respect, but affords conveniences and luxuries found at few other resort hotels of even the highest class.

Hampton—Formerly called "Kecoughtan," founded by the Indians.

Soldiers' Home—The residence of more than 4,000 old, disabled United States soldiers.

Butler School—Founded by Ben. Butler in 1863.

Syms-Eaton School—First free school in America; founded in 1634.

Hampton Normal Institute—For the education of Indians and negroes; Manual and Training School.

Old St. John's Church—With gravestones dating back to 1701.

The following appears engraved on a brass tablet, on the wall of St. John's Church:

("Elizabeth City Parish." First visited by Englishmen May 10th, 1607; Fortified at Old Point by Captain George Percy, October, 1609. Settled by Lord De La Warr, July, 1610. Reinforced by Sir Thomas Dale, May, 1611. The Rev. William Morse being the first minister. Named after Princess Elizabeth, daughter of King James I, 1620. This church, the third in the Parish, erected 1728; built of bricks made here by Henry Cary. The town and church sacked June 24-27, 1813, in the war of 1812-13. The church repaired and named St. John's Church in 1827. Consecrated by Bishop R. C. Moore, Friday, January 8th, 1830. The town and church burned the night of August 7-8, 1861, in the war of 1861-65. The original walls stood and the church was restored in 1868-70. "O, give thanks unto the Lord, for He is good—for His mercy endureth forever." Rev. C. Braxton Bryan, Rector, January, 1904.)

The output of the Hampton oyster market amounts to 1,000,000 bushels annually. The largest oyster packing plant in the South is located here.

### NORFOLK'S FUTURE.

These striking advances are the direct result, of course, of the rapid growth of Norfolk, beyond question the fastest growing city in all the South. Just as the development of the Middle West with the connecting lines of transportation east built up Baltimore, Philadelphia, and New York, so the exploitation of the vast resources of the South and great Southwest, through the medium of the railway systems centering

## NORFOLK, VIRGINIA

in Norfolk, is placing her in the front rank of American cities at a rate completely distancing all others.

But a hasty survey is sufficient to convince even the skeptic that Norfolk's situation and surroundings augur for her a phenomenal growth, and are akin to those responsible for the marvellous progress of New York and Chicago.

Her superb natural harbor, in which all the navies of the world can be assembled; her magnificent location, half-way between Maine and Florida, the most central port on the Atlantic Seaboard, making her the Gateway of the South; her splendid railway and transportation facilities, constantly improving, with a shipping rate adjustment superior to that of most and equalled by that of few other distributing points, all rendering her the most natural and practical distributing point in the country; her proximity to great markets and to vast supplies of raw material, with her ample labor supply, enabling her to successfully compete with all rivals in the manufacture and sale of industrial products; her vast fisheries and oyster beds, placing at her disposal vast quantities of these great commodities; her wonderful surrounding country affording at the same time farming lands of practically unlimited agricultural possibilities; large areas of manufacturing sites, cheap, convenient, and readily available, and health resorts and watering places unsurpassed, popular both winter and summer; her central position as the "hub" about which cluster half a dozen prosperous tributary municipalities, ultimately to be embraced within the enlarging confines of "Greater Norfolk;" her climate, delightful, invigorating and salubrious, tempered from the harshness of winter by the influence of the Gulf Stream; her people, hospitable, cultured, progressive and aggressive, courageous in enterprise, typical exponents of the spirit of the New South, and firm in their conviction and strong in their faith as to the coming metropolitan greatness of Norfolk; finally, the approaching Amer-

ican Jamestown Ter-Centennial in 1907, which will herald to the world the marvellous natural advantages and bountiful resources of Tidewater Virginia, irrevocably mark Norfolk as the future Commercial Giant of the awakened South and the Investor's Mecca of the Atlantic Seaboard.

### CONVINCING FACTS REGARDING NORFOLK.

To properly depict the evidences of Norfolk's rapidly increasing commercial and strategic importance which amply justify her assumption of the title of "the New York of the South," would require more space than may be properly allotted to the subject in this souvenir. The statistics tersely summarized below are convincing arguments to the thoughtful, and present in brief compass a story of progress and of opportunity equalled by few cities on the American continent today. To strangers we can only say, that to be appreciated, Norfolk must be seen. You will never regret a trip of investigation.

### POPULATION.

1880 .....	21,996
1890 .....	34,871
1907 .....	over 76,000

Second largest city in South. Commercial Norfolk has within 2½ miles of the City Hall 125,000 to 135,000 people.

### HARBOR.

Finest on Atlantic Seaboard. Vast area, land-locked, never frozen. Thirty-foot channel, floating largest vessels. Natural center for coast exports and European imports.



## NORFOLK, VIRGINIA

BY STEAMER NORFOLK IS—

12 hours from Baltimore.  
12 hours from Washington.  
9 hours from Philadelphia.  
11 hours from New York.  
19 hours from Boston.  
18 hours from Providence.

### COMMERCIAL RANK.

Largest coaling station in the world—4½ million tons annually.

Largest peanut market in the world—3½ million bushels annually.

Largest lumber market in the South—900 million feet annually.

Fourth cotton port in the United States—900,000 bales 1902.

Oyster trade—\$2,000,000 invested; 3½ million bushels annually, employing 6,000 people.

Trucking interests—\$7,000,000 per season; 150,000 acres cultivated.

Fish and Game trade—\$2,000,000 annually.

Fertilizer mills and agencies—150,700 tons annually.

Navy Yard to be the largest in the world—\$1,000,000 appropriated last session Congress.

### AGRICULTURAL ADVANTAGES.

Surrounding region peculiarly adapted intensified farming, 2 to 3 crops year; outdoor work year around.

Norfolk County eighth richest in United States vegetable production; one of 25 in United States producing one-quarter entire vegetable crop.

Three counties vicinity Norfolk raise 52.5 per cent. total Kale, and 51.7 per cent. Spinach crops of United States.

### MANUFACTURING.

Over 475 manufacturing plants, embracing wide variety industries. (Including Portsmouth and Berkley, 596 plants.)

Capital invested (1900), \$6,425,099; including Portsmouth and Berkley, \$9,345,162.

Increase from 1890 to 1900:

Value of products.....	84.2 per cent.
Capital invested .....	88.0 per cent.
Number wage earners.....	81.3 per cent.
Total wages .....	54.6 per cent.
Number establishments .....	37.0 per cent.

Compared with Richmond, Charleston, S. C., Savannah, and Atlanta during same period, Norfolk shows astonishingly larger per cent. increase in each item over any of these competitors.

### SURROUNDING TOWNS AND CITIES.

Newport News, Hampton, Portsmouth, Berkley, Port Norfolk, South Norfolk, West Norfolk, numerous others of commercial, naval, or military importance. Norfolk connected by ferry, trolley, railway or boat with all.

### RESORTS.

World famous, Virginia Beach, Old Point, Cape Henry, Ocean View, Pine Beach, Willoughby Beach, Sewall's Point, Buckroe Beach, etc.—readily reached from Norfolk by electric roads or steamers.

## NORFOLK, VIRGINIA

### CLIMATE.

Mild, agreeable, equable and healthful.

Heat and cold tempered by ocean, winters short and pleasant, summers delightful.

### JAMESTOWN TER-CENTENNIAL.

International Exposition, naval and marine exhibition, held Hampton Roads 1907. Will widely advertise Norfolk and wonderfully enhance her property values.

### MISCELLANEOUS.

Eighteen public schools, \$600,000; recent erection 126 miles double-track electric car line, connecting suburbs and outlying points.

76 miles paved streets.

46 Churches.

8 Hospitals.

28 Hotels.

Numerous Libraries, Sanitariums, Private Schools.

\$15,000,000 expended building operations within 10 years.

\$16,000,000 capitalization industries located one year.

\$4,000,000 real estate transfers, 1906.

City electric light service, 10-75 per cent. cheaper than four-fifths cities United States.

### THE LOCATION.

To those unaware of the size and importance of this section, and who, in consequence, might be inclined to question the possibility of holding a great exposition in this territory,

the following statements may prove interesting—they are surely worthy of careful consideration:

More people live around Hampton Roads than in any one of these states or territories: Arizona, Delaware, Nevada, New Mexico, Idaho, or Wyoming.

Seven-eighths of the population of the United States live nearer Hampton Roads than they do to any of the ports to the northward—Washington, Baltimore, Philadelphia, New York, or Boston.

Eleven railroad lines terminate here. Seven of these are trunk lines, with a total mileage of 30,000. These roads lace-work the South, and make direct connection with any point in the country. One of these roads has the largest terminals of any single transportation company in the country.

Twenty million people, according to the census of 1900, live within twelve hours' ride of Hampton Roads. This number exceeded one-fourth of the total population.

Eighteen steamship lines make daily sailings from this port to Richmond, Washington, Baltimore, Philadelphia, New York, Providence, and Boston, and to the ports of eastern North Carolina and eastern Virginia. There are also ten lines making regular sailings to Savannah, Cuba, Mexico, and to European ports.

About 40,000 wage-earners are employed in over 600 industrial plants.

The Norfolk Navy Yard employs 3,000 men, and distributing in wages \$2,500,000 annually. About \$3,000,000 in addition to this sum is spent each year for improvements and supplies.

The Newport News Ship Yard employs 7,000 hands, is the largest ship yard on this hemisphere, has the biggest dry-dock in the world, and has a weekly pay-roll approximating \$60,000. Here is the largest derrick in the world. It will handle 300,000 pounds at one time.

## NORFOLK, VIRGINIA

This is the largest lumber market and port of the South. Over 900,000,000 feet of lumber are manufactured and sold annually. The value of logs exported during 1903 was \$3,031,000.

This is the fourth cotton port of the country. The annual business is over \$24,000,000. Last year's exports were 36,400 bales.

Here are three immense grain elevators—one of them the largest in the world. The corn exports annually are over 4,386,363 bushels, and flour to the extent of 1,197,612 barrels were sent abroad.

Two and one-half million gallons of cotton-seed oil and 60,000,000 cotton-seed oil cakes, were exported last year.

Cattle exports for year 1906 were valued at \$9,520,000.

Here is the largest coaling station in America, the central coaling station for the United States Navy, and the chief exporting port of the country. Over 4,500,000 tons are handled annually by one road; 900,000 tons were exported last year.

More than 4,000 vessels entered this port last year, and about the same number cleared. The exports for year 1906 approximated \$94,000,000.

Here are the largest winery, the largest creosoting plant, and the largest oyster packing plant in the country. The largest steel blind plant in the South is here. This is the greatest peanut market of the world. One tobacco stemmery employs 700 operators. The knitting industries employ 1,200 hands. One box factory cuts 150,000 feet of lumber daily.

Over 3,500,000 bushels of oysters are handled annually, requiring the services of more than 6,000 men. The fish and game industry exceeds in value \$2,000,000 annually. The truck farms yield \$7,000,000. More than half of the total kale and spinach crop of America is grown in this vicinity.

This is the second fish port of the United States. The total tonnage of this port amounts, in round numbers, to 16,500,000 tons, with a money value of practically \$500,000,000.





Engraving courtesy T. E. HARVEY

CONFEDERATE MONUMENT—NORFOLK, VA.



WATER FRONT VIEW OF NORFOLK, VIRGINIA





Engraving courtesy T. E. HARVEY

MAIN STREET—NORFOLK



Engraving courtesy T. E. HARVEY

POST-OFFICE—NORFOLK



A PORTION OF NORFOLK HARBOR



Engraving courtesy T. E. HARVEY

U. S. NAVAL HOSPITAL



NORFOLK NAVY YARD



Engraving courtesy T. E. HARVEY

TRINITY CHURCH—PORTSMOUTH



Engraving courtesy T. E. HARVEY

RESIDENCE STREET VIEW—NORFOLK





VIRGINIA BEACH AND PRINCESS ANNE HOTEL



Engraving courtesy T. E. HARVEY

ATLANTIC TRUST BUILDING—NORFOLK



Engraving courtesy T. E. HARVEY

CITY HALL—NORFOLK





OLD ST. PAUL'S CHURCH, NORFOLK, VA.—BUILT IN 1739





THE OLD CHURCH TOWER ON JAMESTOWN ISLAND, VIRGINIA

(Photograph Copyrighted, 1906, by Jamestown Official Photo Corp., Norfolk, Va.)

# Colonial History of Virginia

---

Virginia, the "Mother of Presidents," has always taken the lead in great movements affecting the welfare of our country. For a long period, her history was almost identical with the history of the nation. For this reason, one must necessarily know Virginia history in order to comprehend the nation's history. Important events have been transpiring within her borders from 1607 down to the present time, but that part of her history which excites most widespread interest now is the colonial period. From the earliest attempts at settlement to the Revolutionary War, it reads almost like a romance.

## THE NAME VIRGINIA.

Sir Walter Raleigh was the first Englishman to take any real interest in the new world. In 1584, he sent Captains Amadas and Barlow across the Atlantic on a voyage of discovery. These mariners explored the coast of what is now Carolina, and on their return gave such glowing accounts of the beauty and fertility of the new land that many Englishmen thought that the western paradise so long dreamed of had at last been discovered. It was then that Queen Elizabeth named the country "Virginia," in honor of herself, the virgin queen. For a long time, Virginia had no definite bounds, but was the name applied to a vast unknown region beyond the Atlantic.

## THE ROANOKE ISLAND TRAGEDY.

In 1585, Sir Walter Raleigh secured a patent from Queen Elizabeth, granting him the right to colonize on this side of the Atlantic. Three separate attempts at settlement were made. The first two soon failed, but the third succeeded for

a time. In 1587, over a hundred settlers under the leadership of Governor White came over and started a colony on Roanoke Island, just off the coast of what is now North Carolina. The land was fertile, the natives friendly, and it seemed as if the colony must thrive. The Governor was soon compelled to return to England for supplies. He was detained there by reason of wars, and did not return to Roanoke Island until three years later. Then the settlers had disappeared, among them his own daughter Ellinor and her daughter Virginia Dare, the first English child born on American soil. The word "Croatan" was found carved on a tree, it having been agreed before White left that the colonists should signify their destination in that way, should they leave before he returned. Croatan was the name of an Indian village not far distant, but the settlers could not be found in the village nor anywhere else, and the Indians could not or would not give any information as to their whereabouts. What became of them is a mystery to this day.

## THE LONDON COMPANY.

Nothing further was done by the English towards establishing an American colony until 1606, when King James chartered the London and the Plymouth Companies. The London Company's charter permitted them to establish a colony anywhere between the thirty-fourth and the forty-first parallels of latitude, corresponding to the southern boundary of North Carolina and the mouth of the Hudson River. Its territory was to extend fifty miles north and fifty miles south of the spot selected, and one hundred miles inland. As soon as the charter was secured, preparations were made for an



## COLONIAL HISTORY OF VIRGINIA

expedition. In December, 1606, three vessels, the Discovery, the Good Speed and the Susan Constant, carrying about a hundred colonists, set sail for Virginia.

### JAMESTOWN.

After a stormy voyage, this little fleet, under the command of Captain Newport, finally arrived at the entrance to Chesapeake Bay. They had originally intended to settle at Roanoke Island, but a storm had driven them out of their course. As they neared the western shore of the bay the sea became calm, and they named the projecting land Point Comfort. The ships then proceeded up the great river, Powhatan, new-named James, in honor of the King of England. On May 13, 1607, they landed, and began building huts for homes, calling the settlement Jamestown.

### THE WORTHLESS LEADERS.

Owing to the incompetency of the leaders, the settlers had trouble soon after landing. The colony was to be governed by a council appointed by the governing council in London. The names of the Jamestown councilors were sealed up in a box which was not to be opened until after the landing. When opened, it was found to contain the names of Bartholomew Gosnold, John Smith, Edward Wingfield, Captain Newport, John Ratcliffe, John Martin, and George Kendall. The first two only were competent men. Gosnold died soon afterward, and Smith was under arrest at the time of the landing. He had been a famous traveler on three continents, and the other leaders, jealous of his popularity, accused him of a plot to make himself king of the new country and had him imprisoned. Wingfield was elected president of the colony, but being indolent, self-indulgent, and suspicious, much dissension arose among the leaders and little progress was made

under his leadership. Many of the colonists were adventurers, who were unused to work and had no thought of making a permanent home over here. Instead of building good houses, planting crops, and providing protection against the Indians, they spent the time in quarreling, idling, or looking for gold while the stock of provisions was all the time dwindling. Trouble with the savages soon occurred. While a party of men were on a visit to the Indian Emperor, Powhatan, a band of warriors attacked the settlement, killing one man and wounding seventeen. This partially aroused the settlers to their true condition.

### CAPTAIN JOHN SMITH.

Captain Smith, who meanwhile had suffered many indignities, suddenly demanded a trial by jury, as was his right under the charter. He was acquitted, and his prosecutor, Kendall, compelled to pay him two hundred pounds, which Smith generously turned over to the common fund. From that time on he became the mainstay of the colony. In July, fever and famine attacked the settlement. By fall one-half the colonists had perished. Winter was approaching, and something had to be done, or all would die. One day the President and some of his associates seized the only boat on the river and tried to run off with it. Smith compelled them to surrender by firing a cannon at the boat. One of them, Kendall, was executed, and Wingfield was deprived of all authority. The colonists then insisted that Captain Smith should assume the control of affairs. Under his direction something like order was maintained, and provisions were obtained from the Indians. While on a voyage of exploration up the Chickahominy River, Captain Smith was captured by a party of Indians, and taken to their chief, Opechancanough, a brother of the Emperor Powhatan. Opechancanough



## COLONIAL HISTORY OF VIRGINIA

ordered him to be slain, but the prisoner's ingenuity saved him. He exhibited and tried to explain his pocket compass, which so interested the savages that they spared his life. Then he was taken to Werowocomoco on York River, the chief abode of Powhatan. This savage old chieftain received him with a great deal of dignity, but after hearing all the circumstances, condemned him to death.

His head was laid on a stone and the club with which his brains were to be beaten out was raised, when suddenly the Emperor's favorite daughter, Pocahontas, threw herself upon the prisoner and begged for his life. This Powhatan granted, Smith was saved, and became a great favorite with the chief, though he was not allowed to return to Jamestown for some time.

Not long after this adventure, Pocahontas and a band of Indians appeared at Jamestown with baskets of corn and venison. These provisions saved the plantation until the spring of 1608, when Captain Newport and Captain Nelson arrived from England with fresh supplies. The latter carried back with him Captain Smith's "True Relation of Virginia," the first book written in America by an Englishman. During the summer of 1608, Smith with fourteen companions explored Chesapeake Bay and adjacent waters. He made a map of the bay which even now is considered quite accurate. In the fall Captain Newport came again, bringing with him new settlers, among them Mrs. Forest and her maid, Anne Burras. The first marriage on American soil took place soon afterwards, when this maid married John Laydon.

At the approach of winter, 1608, dire want again stared the settlers in the face. Though they had been here nearly two years, substantially nothing had been accomplished. While Smith was away on his voyages of discovery, the former worthless leaders had again taken charge, and as a consequence, the colony was unprepared for winter. The better

element now looked to the only practical man in their midst for help, Captain Smith. He was made President of the colony. He caused all to go to work. Houses were mended, a fort built, and corn planted in due season. To supply their immediate needs, he took a party of men and went to Powhatan for corn which was at first refused, but finally supplied through the intervention of Pocahontas. They then proceeded to West Point and demanded corn of Opechancanough. He promised to give them a supply, but while they were waiting, his warriors surrounded Smith's party, intending to murder them. Smith quickly seized him by his scalp lock, placed a pistol at his breast, and gave him his choice—"corn or your life." Corn was promptly furnished. This raid had a good effect upon the Indian imagination. They became sworn friends of Smith, and continued to supply the colonists with food as long as he remained here. This brave leader continued to administer affairs until the fall of 1609, when he was compelled to return to England to have a severe wound treated.

### POWHTATAN.

The character of the original inhabitants of Virginia is too generally known to need comment here, but two members of the race, Powhatan and his daughter, should have special mention on account of their prominent connection with the early days of the colony. Powhatan, the Indian Emperor, ruled over thirty tribes, eight thousand subjects, and eight thousand square miles of territory. His dominion extended from Richmond to Gloucester. He was a man of ability and was greatly feared by his subjects, over whom he ruled with the dignity and state of a king. Captain Smith's adventures with him have already been related. When Captain Newport arrived in 1608, he had orders to crown this Indian Emperor,

## COLONIAL HISTORY OF VIRGINIA

and accordingly sent for him to come to Jamestown. Powhatan, while accepting the honor, considered it his kingly prerogative to be crowned at his own capital, Werowocomoco on the York, and there it had to be done. He was given presents, invested with a scarlet robe, had a crown placed on his head, and consented to be Powhatan I, under-king, subject to England. He sent his old moccasins and robe of raccoon skins to King James. A few years later, he consented to his daughter's marriage to John Rolfe, and he seems to have remained friendly to the English until his death.

### POCAHONTAS.

The friendliness of the Indian maid, Pocahontas, or Matoax as she was known to the tribe, contributed in no small way to the welfare of the colony during its early days. Her rescue of Smith and the subsequent journey to Jamestown with a band of provision-bearers has been already related. At another time, she stole through the forest on a dark night to warn him of an intended attack. After the Captain's return to England, she seems to have disappeared from the neighborhood for a time. We next hear of her being captured by Captain Argall on his expedition up the Potomac. He brought her to Jamestown, where she was held as a hostage for nearly a year. There she met John Rolfe, whom she married after a Christian baptism in which she took the name, Rebecca. They lived in the colony for three years, and then went to England, where this Indian princess was received and entertained in royal style. She died at Gravesend in 1617, just as she and her husband were about to embark for Virginia. As the result of this union there was one child, Thomas Rolfe, from whom some of the first families of Virginia are proud to trace their descent. The celebrated John Randolph, of Roanoke, was among his descendants.

### NEW CHARTER OF 1609.

A new charter was issued for the Jamestown colony in 1609. Virginia was no longer to be ruled by a council, but by a governor, a lieutenant-governor, and an admiral. The first officers chosen were: Lord Delaware, Governor; Sir Thomas Gates, Lieutenant-Governor; and Sir George Somers, Admiral; all of them men of character. They were to go to Virginia with nine vessels, five hundred settlers, and plenty of supplies. Gates and Somers, with a part of the fleet, set sail in May. Lord Delaware was to follow later. The Sea Venture, in which Gates and Somers sailed, was wrecked on the Bermudas. After many hardships, the survivors constructed two small vessels, the *Patience* and the *Deliverance*, out of the wreck of the *Sea Venture*, and proceeded to Jamestown, where they arrived May 10, 1610.

### VIRGINIA ABANDONED.

When Smith left for England, George Percy was in charge of affairs. He was a man of courage and character, but lacking in force and feeble in health. The colony was in good condition. There were about sixty houses, protected by a strong palisade and a fort. In all there were about five hundred settlers, many of whom were trained Indian fighters. The provisions, if judiciously used, were sufficient for some time. There were fishing nets, boats, and working tools. Attention to business was all that was needed to keep the settlement in a prosperous condition. But the motley crew left off work when they found that there was no strong hand to compel them, the food was wasted, two parties ran off with ships, and the Indians attacked the settlement. When Gates and Somers arrived, they found barely sixty people, most miserable and nearly dead of starvation. So pitiable

## COLONIAL HISTORY OF VIRGINIA

was the condition of affairs that these leaders, having themselves undergone many hardships, decided to abandon the settlement and to try to return to England with all on board. However, on their way down the James, they met the new governor, bringing to Jamestown an abundance of supplies and many new settlers. As soon as Lord Delaware landed, he kneeled and offered prayer. Then he delivered an address encouraging the colonists.

### LORD DELAWARE.

Under Delaware, Jamestown became a very different place. All turmoil and wrangling ceased. The settlement became a well-ordered community. The new governor made wise regulations and was empowered to carry them out, by martial law if necessary. The colonists were ordered to go to work and they went. Working hours were fixed from six to ten in the morning and from two to four in the afternoon. At ten and four, bells rang, labor ceased, and all attended services in the churches. Owing to ill health, Delaware did not remain longer than a year in Virginia, but he ruled energetically while here.

### THE HIGH MARSHALL OF VIRGINIA.

Sir Thomas Dale, High Marshall of Virginia, came over and took charge of affairs when Lord Delaware left. He likewise proved a vigorous ruler, and the colony flourished under him. New settlements were made, one at Henricus, another at Bermuda Hundred, and a third on the eastern shore. By the time he left in 1616, settlements might be found along the James River from City Point to Dale's Gift in Accomac. The High Marshall instituted a new system of labor. Previous to his administration, all things had been brought to the "common" storehouse. This suited the drones

exactly, who presumed that however the harvest prospered, the general store would sustain them. This placed a premium on idleness, and a few industrious persons were supporting the whole colony. Sir Thomas changed this, and let every man have his own private tract of land and home, requiring only a small portion of the harvest to be brought to the general storeroom. Having an individual interest, the settlers labored earnestly, and instead of a deficiency there was a surplus.

### GOVERNOR YEARDLEY.

Dale was succeeded by Sir George Yeardley, a man of mild character. He introduced the cultivation of tobacco in the colony. The Indians smoked it, but were obliged to cultivate it, as it did not grow wild. Finding that Europeans were beginning to prize it, the Virginia planters began to raise it. The demand for it steadily increased, and in a few years, it became the staple product of Virginia. After a rule of one year, Yeardley was superseded by Captain Argall, but he returned in 1610, bringing with him very important documents. These papers provided for representative government in the English colony.

### HOUSE OF BURGESSES.

On July 10, 1619, the first legislative body that ever sat in America, the Virginia House of Burgesses, assembled at Jamestown and proceeded to make laws for the colony. The laws enacted by this assembly had to meet the approval of the colonial governor and the governing council in England. Two years later, a governor's council was added to this law-making body. This, together with the Burgesses, two elected from each town, hundred, or plantation, then constituted the General Assembly.



## COLONIAL HISTORY OF VIRGINIA

### THE COMING OF THE MAIDS.

Very few women were among the early settlers. Few of the men looked upon Virginia as a home. Most of them were adventurers seeking their fortunes, and intending eventually to return to their native country. Sir Edwin Sandys, who became the head of the London Company in 1619, soon saw that home ties were needed to make the colonists contented in the new land. Accordingly, arrangements were made by which ninety respectable young women were sent over to become the wives of the planters. Those men whose wives they became were to pay the expenses of their passage over here, which amounted to one hundred and twenty pounds of tobacco or about eighty dollars for each. The orders accompanying this strange cargo said, "We desire that the marriages be free and according to nature and that they not be forced to marry against their wills." As soon as the ship arrived, the planters flocked to Jamestown, and the selecting and wooing of wives and husbands went on rapidly. The successful men paid for their partners and were married at once. Sir Edwin's experiment proved a success, and later other maids were induced to come over.

### THE FIRST SLAVES.

During the same year that the maids came over and that self-government was instituted, the first African slaves, twenty negroes, were brought to Jamestown by a Dutch ship and sold to the planters, who readily purchased them to work in the fields.

### INDIAN MASSACRE—1622.

The next event of importance was the Indian massacre of 1622, while Sir Francis Wyatt was governor. Virginia

seemed in a very prosperous condition at that time. More than four thousand colonists had found homes here, and settlements extended over a wide territory. The Indians were no longer feared, and mingled with the settlers freely. Suddenly, on the same day at the same hour, all the villages were attacked by the savages. Men, women, and children were butchered mercilessly. In one day three hundred and forty-seven persons were killed. The remaining settlers quickly armed themselves, and a wholesale slaughter of Indians followed. They were hunted down and thoroughly subdued for a long time. Opechancanough, Powhatan's successor, was responsible for this uprising. He had been nursing his wrath ever since Smith treated him so roughly in the presence of his braves. This attack against the whites was repeated in 1644, but ended as the other did.

### VIRGINIA, A ROYAL PROVINCE.

King James gradually became so dissatisfied with the London Company's management of the Virginia colony that he dissolved the Company in 1624. Then Virginia became a royal province under the direct control of His Majesty.

### SIR JOHN HARVEY.

For the next twenty years, though the colony continued to grow and prosper, few events of special importance took place. Governors come and go, play their parts and are forgotten. Sir John Harvey, who became governor in 1629, deserves particular mention on account of the summary manner in which the colonial leaders deposed him from office. A contemporary historian says he was, "extortionate, unjust, and arbitrary; he overrode the powers of the Assembly; he not only made way with the public revenues, but he put his hands into the pockets of the planters individually." This so



## COLONIAL HISTORY OF VIRGINIA

exasperated the Virginians that they thrust him out of office and notified the King of their action. This was indeed a grave offense—the removing of the King's own personal representative—and the colony was compelled to receive the governor back. The incident had its result. It showed the disposition of these pioneers in the new world.

### SIR WILLIAM BERKELEY.

In 1642, Sir William Berkeley became His Majesty's representative at Jamestown, and he continued to be the chief Virginia actor for the next thirty-five years. He was at that time about forty, a man of charming manners, a firm believer in monarchy and in the Established Church. Berkeley had the courage of his convictions, and believed in banishment for dissenters, and shot and halter for rebels. At his plantation of Greenspring, near Jamestown, he lived in great state.

### THE OLD DOMINION.

Berkeley and the Virginians generally were much shocked at the beheading of Charles I in England, they being for the most part Cavaliers, or King's men. Though the colony surrendered to and were controlled by the Puritan or Cromwellian party from 1652 to 1660, at heart they remained true to the King's party. Charles II was recognized by the Virginia colonists as king when in exile in Holland. Before he was crowned monarch in England, he was invited to come to Virginia and be king there. For this loyalty Virginia is said to have been first called "The Old Dominion."

### BACON'S REBELLION.

During the first part of his rule, Sir William was well liked by the Virginians, but later he developed into quite a

tyrant, largely through his zeal for monarchial principles. He perceived a growing feeling in the colony toward popular rights. Many causes led up to the Great Rebellion of 1676, but broadly speaking, the uprising was the popular outburst against the unjust laws and tyranny of the mother country. Two of the main grievances were the English "Navigation Laws," and the land grants to Lords Culpeper and Arlington. The navigation laws required the colonies to trade with England, in English ships manned by English sailors. The consequences of such a monopoly are evident. Production was discouraged and many a prosperous planter was rendered poor, since the price of his tobacco was regulated by the monopoly. The effect was to embitter the Virginians against the old country as their remonstrances against this injustice were made in vain.

In 1673, Charles II, forgetting Virginia's former loyalty to him, granted the entire region of Virginia to Lords Culpeper and Arlington for a period of thirty-one years. They were to have all quit rents and lands escheated to the crown, and to make transfer of land in fee simple. No holder of land by valid title was to be disturbed, but they were to manage things after their own pleasure. This centralization of power raised a great outcry, and appeal was immediately made to the King, but it was long before it was remedied.

The outbreak of the rebellion was caused by Governor Berkeley's refusal to send troops against the Indians who had been attacking the outlying settlements. At length, the settlers took matters into their own hands and organized a force to fight the savages, with Nathaniel Bacon, a young planter of the upper James, as leader. Before going against the Indians, Bacon asked the Governor for a commission. This being refused, the party went on anyhow, and defeated the Indians at Bloody Run.

Berkeley then denounced Bacon as a rebel, and when the

## COLONIAL HISTORY OF VIRGINIA

latter came to Jamestown as a member of the House of Burgesses, he was arrested. When the Governor found that there was much popular feeling in favor of Bacon, he dealt with him leniently, and promised him the desired commission. After waiting several days without receiving it, and hearing that Berkeley was planning to re-arrest him, Bacon left Jamestown. In three or four days he returned at the head of six hundred men and demanded the commission. Then it was granted. The rebel leader proceeded against the Indians and punished them severely. The old Governor again denounced Bacon as a rebel, but fearing for his safety in Jamestown, he fled to Accomac. Next the rebel forces assembled at Middle Plantation, afterwards the City of Williamsburg, and pledged allegiance to their leader, even to fighting against the Governor and the King's troops. The next step in the drama was the return of Berkeley to Jamestown with a large party of supporters whom he had collected. As soon as this was communicated to Bacon, he hastily collected his followers and proceeded towards Jamestown. Finding the Governor strongly entrenched, he returned to the neighborhood of Greenspring, and there awaited the attack of his enemy. In order to delay the attack until his fortifications were complete, his men took prisoner some of the wives of Berkeley's leaders, and placed them before the soldiers who were throwing up the breastworks. The Governor's party, seeing the ladies so perilously situated, had to wait until Bacon was ready and the ladies had been allowed to return to their homes. Then a battle took place in which the Governor's troops were defeated, when he again retired to Accomac. There is no telling where the matter might have ended had not Bacon suddenly died in October of the same year. Their leader dead, the rebels soon fell to pieces. At the news of Bacon's death, the Governor immediately returned to Jamestown and took summary vengeance. Twenty-three persons in all were executed

for having taken part in the rebellion. Charles II, when he heard of it, exclaimed, "That old fool in that naked country has hanged more men than I for the murder of my father." A new governor was sent over the following year.

### WILLIAMSBURG, THE CAPITAL.

Several governors, more or less tyrannical, followed. Sir Francis Nicholson is remembered for having removed the seat of government from Jamestown to Williamsburg. The streets of this town he laid off in the shape of a W and an M, in honor of William and Mary, the reigning sovereigns in England.

### WILLIAM AND MARY COLLEGE.

Under the same governor, William and Mary College was founded in Williamsburg, in 1693. It is the second oldest college in the United States, Harvard having been founded in 1638. The charter for the Virginia college was obtained from England by Commissioner Blair. The plans for the original building were drawn by the celebrated architect, Christopher Wren. The first commencement exercises were held in 1700. This old institution has been the alma mater of many of America's most distinguished men.

### ALEXANDER SPOTSWOOD.

Of all the royal governors none was more popular than Alexander Spotswood, who came over in 1710. He brought with him the writ of *habeas corpus*, a right that the colonists had long claimed. The first iron furnaces in America were built by his orders, which gained for him the title, "Tubal Cain of Virginia." Wine manufacture was also started by him. In 1716, Governor Spotswood with a party of jovial

## COLONIAL HISTORY OF VIRGINIA

companions crossed the Blue Ridge Mountains and explored the "Valley of Virginia" for the first time. The horses used by the party were shod with iron, which was then unusual. After the return of the party, the Governor had small golden horseshoes made in London, which he presented to his companions as souvenirs.

During this term of office also, the only trial for witchcraft that ever took place in Virginia occurred. Grace Sherwood, of Princess Anne County, was tried by a jury of women and was found "not like them." She was sentenced to be ducked in the river at a place that is called to this day "Witch Duck."

### FRENCH AND INDIAN WAR.

Let us now pass forward to the time of the French and Indian War, in which the English supremacy in America was settled. In 1753, the French had begun to make settlements in the northwest on territory claimed by the English. Governor Dinwiddie of Virginia drew up a protest against such action, and sent George Washington, then a young man twenty-one, with it to the French commander at Venango on the Ohio River. This protest came to naught, so the following year an expedition was sent against the French fort, DuQuesne, located where the city of Pittsburg now stands. The English forces under Major Washington were defeated at Great Meadows by a superior force of the French. This, the first military event in the life of Washington, was discouraging, but the defeat and subsequent surrender seem to have been a military necessity. The next year, a large force under the command of General Braddock, was sent over from England to assist the provincials against the French and their Indian allies. Braddock was a brave man and an experienced soldier, but was unused to Indian warfare. He made the fatal mistake of trying to fight American savages as he fought

against the armies of Europe. Colonel Washington, who was on his staff, in vain advised him to advance cautiously and fight the Indians in their own fashion. The provincial's advice was scorned; the English army marched toward Fort DuQuesne with banners flying and drums beating. The General's death and the slaughter of his men was the result. The bravery of Washington and the Virginia troops alone kept the whole army from being slaughtered or captured. Three years later, General Forbes, assisted by Washington, captured the famous fort. Soon afterward Quebec fell, the great struggle ended, and England was left mistress practically of the entire continent.

In this war, General Washington and the colonial soldiers had learned the art of war; they had learned the English method of fighting, and were thereby trained for that greater struggle which was soon to come.

### THE STAMP ACT.

By reason of her many wars, England had accumulated an enormous debt. She concluded that as part of it had been incurred in defense of the colonies, that they should share the burden. This the colonies would doubtless have agreed to had the British Parliament consulted them about it, but instead, taxes were imposed upon the Americans without giving them any voice in the matter whatever. Consequently, when the Stamp Act was put in force, Patrick Henry, the Virginia orator, rose in the old Capital at Williamsburg and denounced the act as unjust, saying that the General Assembly of the colony was the only body that had the right to impose taxes upon its inhabitants. Such language was considered treasonable, but as he concluded with the following outburst, "Cæsar had his Brutus, Charles the first his Cromwell, and George the Third—may profit by their example," he was



## COLONIAL HISTORY OF VIRGINIA

wildly applauded. This act created a sensation, but his stand was indorsed by the House of Burgesses. For these bold utterances, Henry has been styled the "Prophet of the Revolution."

The Stamp Act was soon repealed, but two years later we find the Burgesses protesting against the new tax on tea, glass and paper, and also against the transporting of political offenders to England for trial, which practice Parliament had authorized. Lord Botetourt, their Governor, dissolved the refractory Burgesses, but they met again in the Raleigh Tavern in Williamsburg, and adopted resolutions drawn up by George Mason and presented by George Washington, agreeing not to purchase any more commodities from England until their wrongs were redressed. This was widely circulated throughout the country for signatures. Once more England withdrew the tax, except that on tea, but she still maintained the right to tax her colonies.

### LORD DUNMORE.

The last of the royal governors, Lord Dunmore, arrived in Virginia in 1772. He was abrupt and imperious in manner, and was determined to crush out the spirit of rebellion at once. At the first meeting of the House of Burgesses after his arrival, Richard Henry Lee proposed that a committee of correspondence be appointed to communicate with the other colonies, in order that some uniform plan of action might be taken. When this was promptly passed by the House, Dunmore dissolved it. In August, 1774, the Virginia Convention met in Williamsburg, and elected delegates to a general congress to be held in Philadelphia. The delegates were Peyton Randolph, Richard Henry Lee, Patrick Henry, George Washington, Richard Bland, Benjamin Harrison, and Edmund

Pendleton. This congress met and stated the American grievances with "decency, firmness, and wisdom."

### RICHMOND, THE CAPITAL.

Williamsburg having become no longer a safe place of meeting, the next Virginia Convention met in St. John's Church, Richmond, in 1775. On that occasion Patrick Henry moved that preparations be made for war. He said, "The war is inevitable, let it come." Then, also, were uttered his famous words, "Give me liberty or give me death." Soon men were arming in every county.

### DUNMORE'S FAREWELL.

Lord Dunmore about the same time created a commotion in Williamsburg by seizing all the powder belonging to the colony which was stored in the famous "Powder Horn" building. The powder was conveyed to a British man-of-war lying in the river. The Governor himself was soon afterward compelled to take refuge on board the same ship. On his way down the river, Dunmore fired upon all the towns he passed, and destroyed all property within reach. His parting act was the bombarding and burning of Norfolk. Residents of Norfolk still point to a cannon-ball in the walls of St. Paul's Episcopal Church which lodged there during this attack.

### YORKTOWN.

The closing scenes of the Revolutionary War were enacted within Virginia's border, on the peninsula between the York and the James, the same locality in which so many



## COLONIAL HISTORY OF VIRGINIA

stirring events of early days took place. At Yorktown in 1781, the English troops under Lord Cornwallis surrendered to the Americans and the French under Washington and Lafayette. An imposing monument now marks the spot. There ended England's tyranny.

### VIRGINIA INDEPENDENT.

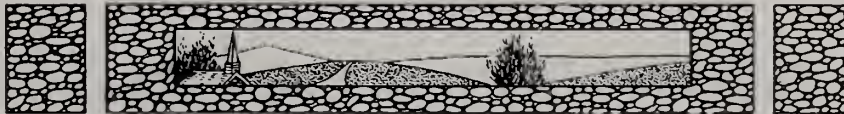
Previous to the events at Yorktown, however, Virginia had declared herself free. At the Richmond Convention of 1776, George Mason's Bill of Rights and a constitution were adopted. A resolution declaring Virginia an independent commonwealth was also passed. With that act, her allegiance as a colony of England ceased and her career as an independent state began.

### THE JAMESTOWN TER-CENTENNIAL.

Now, in 1907, preparations are being made to celebrate the three hundredth anniversary of the landing of the English upon American soil. The Jamestown Ter-Centennial Exposition will be held at Sewell's Point on Hampton Roads, near Norfolk. The ancient site of Jamestown is about thirty miles up the river from this point. Nothing now remains of that ancient capital but a crumbling church tower and a few old tombstones. All the states of the Union and many foreign nations have been invited to participate in this celebration. The buildings and grounds for this exposition are fast nearing completion. The gates will be thrown open to receive visitors on April 26. Special exercises will be held on May 13, the ter-centennial of the landing.

ERNEST SHAWEN,

*Principal Brambleton Public School No. 2,  
Norfolk, Va.*





WASHINGTON MONUMENT—RICHMOND



# A Proclamation



By the President of the United States of America



HEREAS, the congress of the United States has passed an act approved March 3, 1905, and entitled "An act to provide for celebrating the birth of the American nation, the first permanent settlement of English-speaking people on the western hemisphere by the holding of an international naval, marine and military celebration in the vicinity of Jamestown, on the waters of Hampton Roads, in the State of Virginia, to provide for the suitable and permanent commemoration of said event and to authorize an appropriation in aid therefor and for other purposes."

And whereas Section 3 of the said act reads as follows:

"Section 3. The President of the United States is hereby authorized to make proclamation of said celebration, setting forth the event to be commemorated, inviting foreign nations to participate by the sending of their naval vessels and such representation of their military organizations as may be proper ;"

Now, therefore, I, Theodore Roosevelt, President of the United States, by virtue of the authority vested in me by said act, do hereby declare and proclaim that there shall be inaugurated in the year 1907, at and near the waters of Hampton Roads, in the State of Virginia, an international naval, marine and military celebration, beginning May 13 and ending not later than November 1, 1907, for the purpose of commemorating in a fitting and appropriate manner the birth of the American Nation; the first permanent settlement of English-speaking people on the American continent made at Jamestown, Virginia, on the 13th day of May, 1607, and in order that the great events of the American history which have resulted therefrom may be accentuated to the present and future generations of American citizens.

And, in the name of the government and people of the United States, I do therefore invite all the nations of the earth to take part in the commemoration of the event which has had a far reaching effect on the course of human history, by sending their naval vessels to the said celebration and by making such representations of their military organizations as may be proper.

In testimony thereof, I have now set my hand and caused the seal of the United States to be affixed.

Done in the city of Washington this twenty-ninth day of March, one thousand nine hundred and five and in the independence of the United States the one hundredth and twenty-ninth.

By the President,

ALVEY A. ADEE,

Acting Secretary of State.

THEODORE ROOSEVELT.





# Jamestown Ter-Centennial Exposition



International, Historical, Educational and Commercial in Scope



THE JAMESTOWN EXPOSITION is primarily to celebrate the 300th anniversary of the first English settlement in America, which as history records, occurred on the 13th day of May, 1607, on a peninsula jutting out into the James River, about thirty-five miles from where it empties into Hampton Roads. The little band of hardy English pioneers first named the place Fort James, later James City and finally it came to be known as Jamestown.

It was early in December, 1606, that Raleigh's expedition left England for the new world in three small frigates, the Godspeed, the Susan Constant and the Discovery. It was not until the 26th day of April, 1607, that they sighted land off what is known as Cape Henry and made a landing. They were at once driven off by hostile savages and made their next landing at what is known as Old Point Comfort. Here they found rest and relief after their long and stormy voyage, and in consequence of the safety and comforts afforded them, named the place Point Comfort. This is directly across Hampton Roads from the Exposition grounds and is the location of Fortress Monroe, the chief artillery station of the United States. As Jamestown has long since been abandoned because the waters of the James River slowly transformed the peninsula where Jamestown was founded into an island, and later into what is little more than a marsh, and as the Jamestown colonists first landed at Point Comfort, it was thought advisable to hold the exposition at some point near the first landing and Sewell's Point was selected. This is why the exposition will be held on Hampton Roads, near Norfolk, Virginia, and why it will open its gates to the public on the 26th day of April instead of on the 13th day of May.

# Jamestown Exposition in Brief

Official Name: Jamestown Ter-Centennial Exposition.

Character: Military, naval, marine and historic exhibition.

Nature: State, national and international historic celebration.

Purpose: Commemoration of the first permanent settlement of English-speaking people in America.

Opening date: The hour of noon, April 26th, 1907.

Closing date: The hour of midnight, November 30th, 1907.

To be opened by the President of the United States.

To be closed by President and Governors of the Exposition.

Location: Exposition grounds on Hampton Roads, near Norfolk, Portsmouth, and Newport News, Va.

Exposition Company headquarters: Norfolk, Va.

Size of Exposition grounds 400 acres of land space and a 40-acre water space between the grand piers.

Distances from Exposition grounds: Norfolk City limit, five miles; Fortress Monroe, four miles; Old Point Comfort, three and a half miles; Newport News, five miles; Portsmouth, eight miles; Ocean View, three miles.

Exposition grounds reached by electric railway, steam railway and a steamship.

Opening hour for Exposition gates: eight o'clock in the morning.

Closing hour for Exposition gates: eleven o'clock at night.

Price of admission to grounds: Adults, 50 cents; children, 25 cents.

Government buildings on Exposition grounds open at nine o'clock in the morning and close at six o'clock in the evening.

The Jamestown Exposition has three miles of water front—two and a half miles on Hampton Roads and half a mile on Boush Creek.

Two sides of the Exposition grounds are inclosed by a high wire fence, covered with honeysuckle, crimson Rambler, rose and trumpet creeper vines.

A fine beach extends along the Exposition grounds for a mile.

The Jamestown Exposition is a historical study of the past three hundred years.

The prevailing style of architecture at the Exposition is colonial.

Many of the exhibit buildings and all of the states' buildings are to be permanent structures.

From the state buildings can be seen ships and

## JAMESTOWN EXPOSITION IN BRIEF

steamers going out to sea and coming in from all parts of the world.

The various state buildings are all near the water front.

A Canoe Trail, two miles long and twelve feet wide, runs from Boush Creek, which flows into Hampton Roads through the most interesting part of the Exposition grounds.

A romantic winding trail, called Flirtation Walk, follows along Canoe Trail for more than a mile.

The Exposition's great military drill contains thirty acres, surrounded by trees and pretty walks.

Millions of flowers, shrubs and trees have been planted and are growing on the grounds.

The Exposition police force will be the Powhatan Guards, commanded by a United States marine officer.

The Powhatan Guards will be a military body, as well as a military police, and will be on duty at all times until the close of the Exposition.

Unique and gorgeous night harbor illuminations.

Greatest gathering of warships in the history of the world.

International yacht races in which the countries of the world will participate.

Field athletic contests between champions of all great nations.

An exact reproduction of the old town of Jamestown, as it was three centuries ago.

Prize drills by the finest soldiers of all nations, and by picked regiments of United States and State troops.

The largest military parade ground in the world.

The largest military and naval parades ever witnessed.

More naval and military bands than were ever assembled in time of peace.

Industrial exhibits showing the progress of the world during three centuries.

Wonderful technical exhibits by the leading nations of the world.

An immense forestry exhibit.

A magnificent tobacco palace.

King Cotton in all stages, from the growing plant to the finished fabric.

A beautiful palace built of coal.

A complete Japanese village, showing all phases of Japanese life, made by the government of Japan.

United States Life-Saving Corps in daily demonstrations of life saving methods.

International races by submarine warships.

Competitive flights of airships from all countries.

Magnificent pyrotechnic reproduction of war scenes.

Reproduction of the famous battle between the Monitor and Merrimac, at the place where that battle was fought.

Great museum of war relics from all nations and all ages.

## J A M E S T O W N E X P O S I T I O N I N B R I E F

Indian relics of three centuries.

A beautiful colonial city of buildings owned by the various states of the Union.

The largest motor boat regatta ever held.

Greatest array of gorgeous military uniforms of all nations ever seen in any country.

More members of royalty of different countries than ever assembled in peace or war.

A great living picture of war with all its enticing splendors.

The grandest military and naval celebration ever attempted in any age by any nation.

Dirigible balloon competitions.

Competition of balloons for distance.

Competition of balloons for duration.

Competition of balloons for an objective point.

Competition of balloons for altitudes.

Competitions of flying devices heavier than air with motor and operator.

Competitions for man-carrying kites.

Airship and automobile competitions.

Photographic competitions for photographs taken from balloons or kites.

Signal competitions.

Hot air balloon competitions.

Competitions for flying machines with motor carrying operators.

Competition with kites.

Photographic competitions for photographs of meteorological phenomena.







BIRD'S EYE VIEW JAMESTOWN EXPOSITION AND SURROUNDING TERRITORY

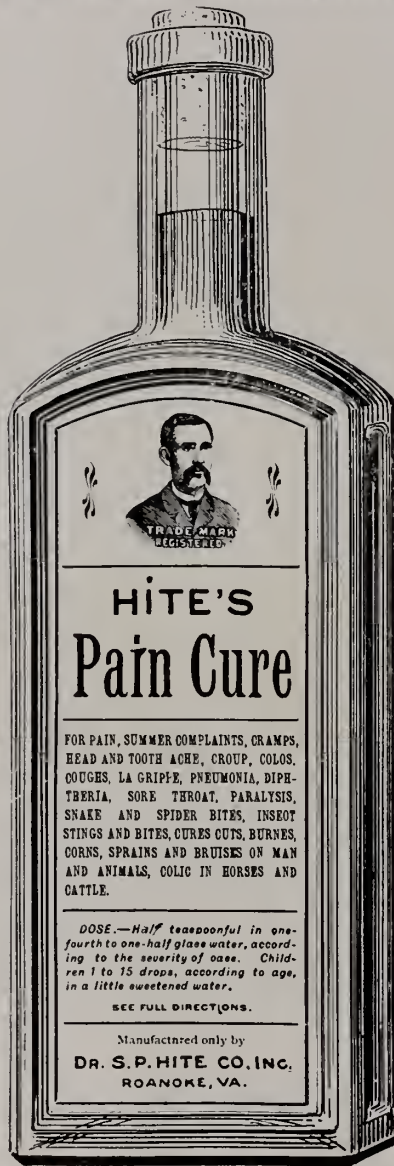
THIS BOOK DESIGNED, PRINTED AND BOUND BY





VIRGINIA BUILDING AT THE JAMESTOWN EXPOSITION





# A Money Making Proposition

SALESMEN for Drug and Grocery Houses should push the sale of the

## HITE REMEDIES

for besides benefiting others, you do your house a good turn, as these goods are being extensively advertised and bear a larger profit than most anything Jobbers handle, and they also sell to the retail merchant so that he makes more than on most medicines

### PRICES TO CONSUMER

HITE'S Pain Cure .	\$0.25	HITE'S Blood Purifier .	\$1.00
" Hair Vigor .	.50	" Poultry Powders .	.25
" Cough Syrup .	.25	" All-Healing Salve .	.25
" Porous Plasters .	.15	" Lax.-Quinine Tablets .	.25
" Liver Regulator .	.25	" Vegetable Liver Pills .	.25
HITE'S Horse and Cattle Powders .		\$0.25	

The Hite Remedies meet with the requirements of the Pure Food and Drugs Act and are endorsed by physicians.

### OUR LEADER

## HITE'S PAIN CURE

is as staple as bread and meat in many sections. Help make it so in your territory and

### Your Profits will Increase

Hite's Pain Cure being good for so many pains, is the medicine for you to have in your grip and in your home.

(See Label on bottle for its many uses)

## DR. S. P. HITE CO., Incorporated, Roanoke, Va.

All of our traveling men, including our Vice-President and Secretary, are U. C. T.'s  
Our Secretary is Sec'y-Treas. of Roanoke Council, U. C. T.





AUDITORIUM AND PALACES OF HISTORY AND ART  
Jamestown Exposition

A. ROWLAND NASH, President and Treasurer

FRANK P. STRAS, Vice-President


FRANK F. NASH, Secretary

# C. A. NASH & SON

INCORPORATED

Gas and Electric Light Fixtures, Builders' Hardware, Sash, Doors, Blinds  
Cabinet Mantels, Tiles, Grates

CABOT'S STAINS, PLATE GLASS, SUN-PROOF PAINT, ROOFING PAPER

 We guarantee "Prompt Shipments" and "Low Prices."

Apply for CATALOGUES AND ESTIMATES on anything in the  
building line you may need . . . . .

21-23-25 ATLANTIC STREET

NORFOLK, VIRGINIA



MANUFACTURERS' AND LIBERAL ART BUILDING  
Jamestown Exposition

## This image shows a single sheet of white paper with horizontal blue or grey ruling lines. The lines are evenly spaced and run across the width of the page. There is no handwriting or other markings on the paper.



**HIGH-GRADE** hotel with all modern conveniences—electric lighting, steam heat, electric elevators, sanitary plumbing, filtered water, long and local telephones, and running water in every room.

M. M. NEYER

G. B. WEBB

Late of the Austoria, New York City

# EUROPEAN PLAN

## Norfolk, Virginia





COPPER, SILVER AND WOOD-WORKING SHOP  
Art and Crafts Village—Jamestown Exposition



# Hotel Neddo

European Plan

Morfolk, Va.

NEWLY BUILT AND MODERNLY FURNISHED ROOMS WITH BATH.  
CATERING FOR THE COMMERCIAL TRADE. CENTRALLY LOCATED.

RATES \$1.00 AND \$1.50

SAMPLE ROOMS ON PREMISES



Here you will find no grand and magnificent  
decorations, but just a cosy, home-like little hotel,  
where you will enjoy solid comfort, excellent cafes  
and affable, courteous treatment ❖ ❖ ❖ ❖

R. NEDDO

=

=

Proprietor



COPYRIGHTED BY  
JAMESTOWN ORIGINAL PHOTO CO.  
NORFOLK, VA. W. M. CAMERON

FOOD PRODUCTS BUILDING  
Jamestown Exposition

5701

Arlington, Virginia Pure Rye

---

Belle of Virginia, Blended Rye



J. & E. Mahoney

Distillers

Portsmouth, Alexandria and Norfolk, Va.

WHISKEY SOLD IN BOND OR TAX PAID OR MADE BY CONTRACT





MODEL SCHOOL  
Art and Crafts Village—Jamestown Exposition

B. E. OBERNDORFER, President

B. KAHN, Vice-President

J. N. McBRYDE, Sec'y and Treas.

# OBERNDORFER COMPANY

INCORPORATED

*MANUFACTURING CONFECTIONERS and JOBBERS of*  
Nuts, Spices, Canned Goods, Fancy Groceries, Tobaccos, Cigars, etc.

C A K E S   A N D   C R A C K E R S   A   S P E C I A L T Y

*WHOLESALE AGENTS for*

P. J. Ritter Conserve Company, Philadelphia, Pa.; James Heekin & Co. Celebrated KIN HEE Coffee, Cincinnati, O.; Burhams Jelly-con and Clam Chowder, New York; Runkell Bros. Famous Cocoas and Chocolate, New York; E. G. Daily Co. Pickles, Preserves, etc., Detroit, Mich.; Weeks Prepared Ice-Cream Powders, New York; Gold Medal Pancake and Buckwheat Flour, Urbana, O. We call your special attention to our TIP TOP brand plain candies, guaranteed year round; also our DIAMOND SODA CRACKERS, equal to cream wafers. SEND US YOUR ORDERS AND WE WILL TAKE CARE OF YOU

*OUR CORPS OF SALESMEN*

PHIL ROSKAM, Norfolk, Va.

J. E. FITZ, Petersburg, Va.

W. B. SWINDEL, Newbern, N. C.

W. H. NORRIS, Norfolk, Va.

W. S. MORRIS, Norfolk, Va.

W. E. EVANS, Elm City, N. C.

L. S. ABRAHAM, Norfolk, Va.

H. T. PARSONS, Norfolk, Va.

Who will always be pleased to see or hear from their friends at any and all times.

35-37-39-41 Commerce Street - - - - Norfolk, Virginia





WINDING TRAIL  
Jamestown Exposition



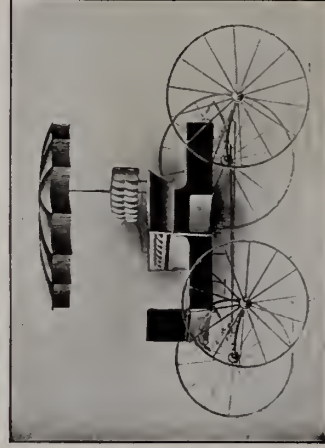
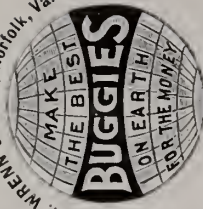
A. WRENN & SONS, Norfolk, Va.

ESTABLISHED 1852

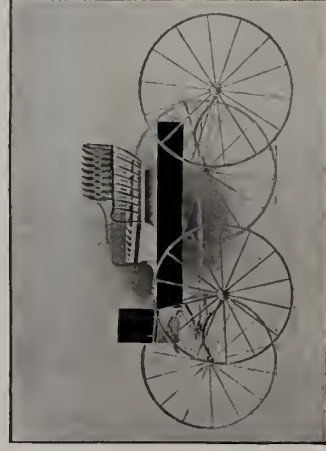
# A. WRENN & SONS

## ORIGINAL STAPLE STYLES

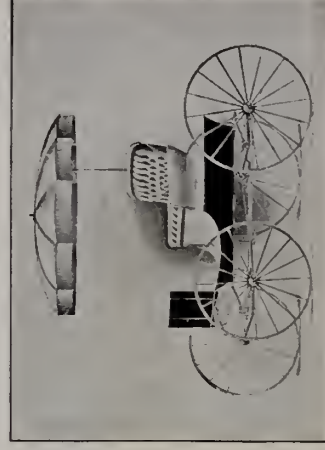
A. WRENN & SONS, Norfolk, Va.



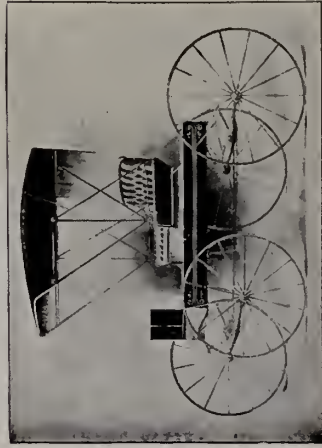
No. 39. Norfolk Runabout.



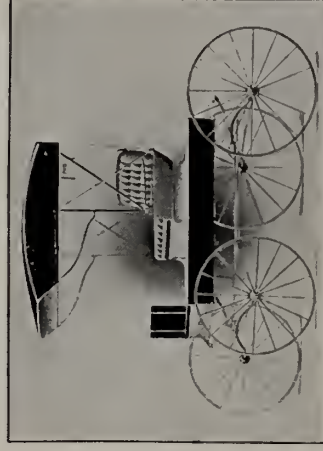
No. 45. Norfolk Runabout.



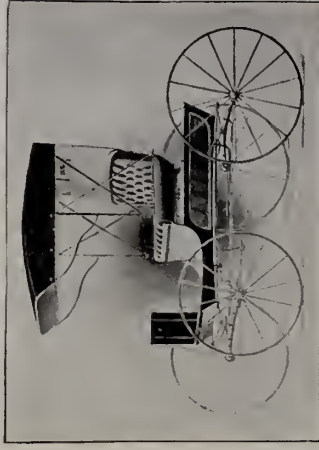
No. 5. Small Horse Buggy.



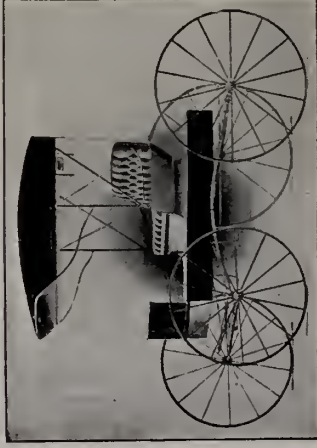
No. 10. Norfolk Beauty.



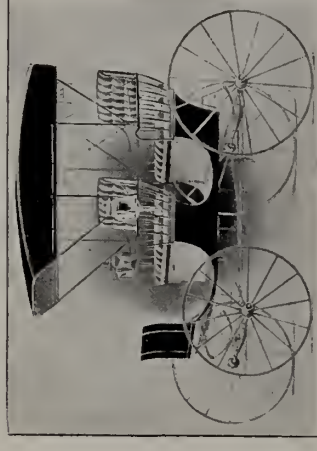
No. 15. Norfolk Buggy.



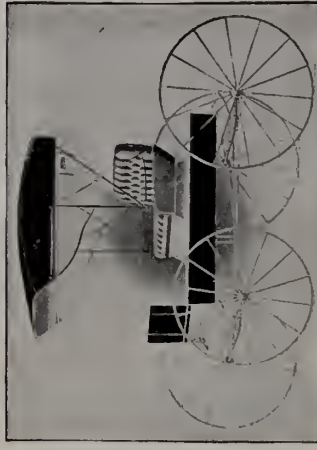
No. 49. White Chapel Queen.



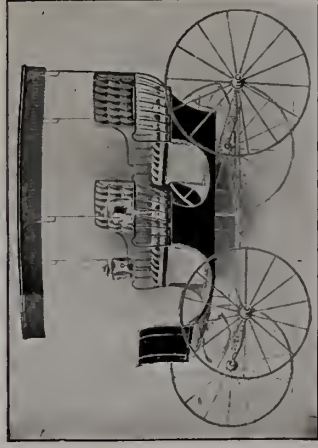
No. 41. Norfolk Buggy.



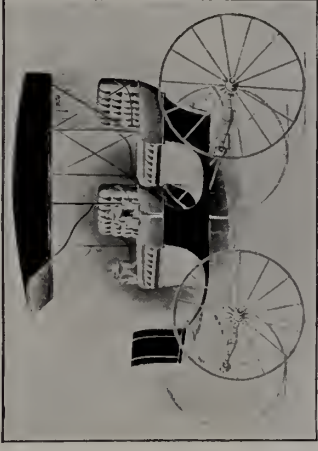
No. 92. Little Norfolk Surrey.



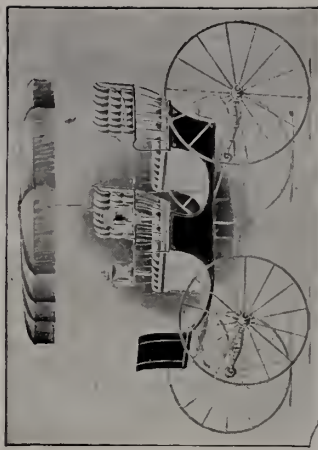
No. 53. Norfolk Buggy.



No. 90. Little Norfolk Surrey.



No. 91. Little Norfolk Surrey.



Little Norfolk Surrey, Umbrella Top.

A. WRENN & SONS, Norfolk, Va.



A. WRENN & SONS, Norfolk, Va.



# A. WRENN & SONS

## NORFOLK, VA.

Write for Catalogue and Prices.





POWHATAN OAK  
Over 1,000 Years Old—Jamestown Exposition Grounds

FAMOUS  
Ocean View  
Hotel

OCEAN VIEW, VA.  
*(Atlantic City of the South)*

---

Opens April 15th. Five  
minutes ride by trolley  
to Exposition Grounds

---

WRITE FOR RATES  
AND BOOKLETS

Chas. H. Consolvo  
P R O P R I E T O R

THE  
Monticello  
Norfolk, Virginia

The  
South's  
Finest  
Hotel

Chas. H. Consolvo  
M A N A G E R

Pine Beach  
Hotel  
Pine Beach, Virginia

---

PALATIAL, NEW AND  
MODERN HOTEL

Adjoining Jamestown  
Exposition Grounds

Write for Rates and Booklets  
E. E. DOWELL, MANAGER

---

Chas. H. Consolvo  
P R O P R I E T O R





RUSTIC BRIDGE  
Jamestown Exposition Grounds



# THE NORFOLK NATIONAL BANK

NORFOLK, VA.

UNITED STATES DEPOSITARY

**CAPITAL - - \$1,000,000**  
**SURPLUS - - 500,000**

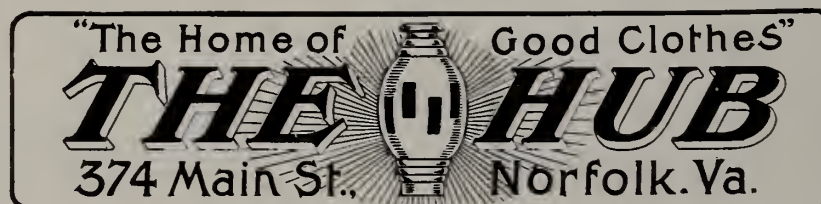
CALDWELL HARDY, President  
 E. T. LAMB, Vice-President

A. B. SCHWARZKOPF, Cashier  
 W. A. GODWIN, Asst. Cashier

Accounts Received on Most Favorable Terms

## Commercial Travelers *and* Their Friends

Are cordially invited to make this store their headquarters during the Exposition



Men's and Boys' Clothing, Furnishings, Shoes and Hats, Suit Cases and Bags

**ONLY ONE PRICE** but that lower than the same class of merchandise can be purchased elsewhere





FLORAL FENCE  
Surrounding Jamestown Exposition

# HOTEL MONROE, PORTSMOUTH, VA.

S. B. PHONE 2365

Centrally located . . . Modern appointments . . . Excellent cuisine and service

**UNDER NEW MANAGEMENT**

AMERICAN AND EUROPEAN PLAN

Rates, \$1.00 Up, European  $\text{=====}$  \$2.50 Up, American

MRS. A. P. THOMAS, Proprietress, formerly with Chatawka Inn, New Bern, N. C.

**THE ARCO**  
*THE AYDELOTTE ROTHOLZ CO.*

**310-312 Main Street**

*Opposite the Monument*

*Where the Good Clothes Come From*

NO MATTER WHAT YOUR CLOTHES REQUIREMENTS they can be supplied at THE ARCO. It is the mission of this store to sell you the best at the very lowest prices—quality is the first consideration of this establishment. Legitimate methods, superior merchandise and a “square deal” to everybody has put THE ARCO foremost in Greater Norfolk. Here we are to stay. We link quality and low prices arm in arm so that customers here can have both.

**THE ARCO**

310-312 Main Street  
Norfolk, Va.

AGENTS FOR MANHATTAN SHIRTS

AGENTS FOR CELEBRATED ROCHESTER CLOTHES

AGENTS FOR BEST BOYS' CLOTHES IN AMERICA

AGENTS FOR STETSON HATS

**THE ARCO**

310-312 Main Street  
Norfolk Va.





Reproduced from Painting by B. A. Richardson

Copyright 1906 by G. S. Richardson

**"MERRIMAC," DESTROYED AT THE BURNING OF THE NORFOLK NAVY YARD, APRIL 19, 1861**

...FINEST..

# Water-Front Lots

in the State of Virginia

Located between Ocean View and the Exposition Grounds on Willoughby Bay. Fine boating, bathing and fishing. Lots sold on the instalment plan, without interest and taxes, and right on the electric car line.

Call at our office and let us show you the best investment in Norfolk.

OFFICE, 116 Plume Street

NORFOLK, VIRGINIA

OPPOSITE POST-OFFICE

Jamestown Land Corporation  
Willoughby Heights Corporation  
Ridgwell Land Corporation  
Duvall Land Corporation  
Seaverio Land Corporation  
Willoughby Residence Corporation  
Willoughby View Corporation  
Simpson Land Corporation

The...

# KAVANAUGH

HARRISONBURG, VIRGINIA

Opened May 1st, 1905

Headquarters for U. C. T.

Rates \$2.00 per day, without bath

Rooms with private bath •

\$2.50 and \$3.00

AMERICAN PLAN

---

## KAVANAUGH BROS.

Proprietors





Reproduced from Painting by B. A. Richardson

Copyright 1906 by G. S. Richardson

**"MERRIMAC" IN DRY DOCK, BEING CONVERTED INTO THE IRON BATTERY, "VIRGINIA"**

# Hornthal & Son

---

## Comfortable Footwear

---

272 Main St., Norfolk, Va.

China, Earthenware,  
Hotel Supplies

Glassware all kinds, Ice-  
Cream & Soda Water Supplies

The E. B. Taylor Co.  
RICHMOND, VIRGINIA

¶ We cater especially to the merchants, hotels and public institutions.

¶ Our lines are staple and desirable for every class of trade, embracing the highest to the lowest grade of imported and domestic white and decorated china, earthenware, glassware, lamps and house furnishings.

¶ Our holiday department is the largest in the South. We carry in stock all the newest and up-to-date toys from Europe and America, together with Express Wagons, Velocipedes, Tricycles, Hand Cars, etc.

¶ We represent exclusively in the South several of the largest manufacturers in this country, and we are in position to name you exceptionally low prices.

¶ We would be pleased to receive mail orders, also enquiries and specifications from hotels and public institutions.

¶ We pay special attention to mail orders, having in our employ men with good judgment and rare taste in making selections for our friends who can not visit us in person.

THE E. B. TAYLOR CO.  
1011 and 1013 East Main and 9 East Broad Street  
Warehouses 1010, 1012, 1014 East Cary Street

Lamps  
In Every Variety

Toys  
In the Latest Novelties



Reproduced from Painting by B. A. Richardson

**"VIRGINIA" PASSING FORT NORFOLK, MARCH 8, 1862**

Copyright 1906 by G. S. Richardson



# Phœnix Hotel

CHAS. SEELBACH, Manager

LEXINGTON

KENTUCKY



## Commercial Travelers' Headquarters

LARGEST AND BEST LIGHTED SAMPLE  
ROOMS IN THE CITY

The Only First-Class Hotel in Lexington.  
Has all Modern Improvements, including  
Steam Heat in Every Room, and has the  
only First-Class Restaurant connected with it

**Rates** { American Plan, \$3.00 to \$4.00  
European Plan, \$1.00 to \$2.50

# THE SAKS STORE

MALE OUTFITTERS

ONE PRICE

WORKSHOPS: 568 TO 574  
BROADWAY, NEW YORK

234-236-238 MAIN STREET  
NORFOLK, VIRGINIA



Reproduced from Painting by B. A. Richardson

**"VIRGINIA" SINKING THE "CUMBERLAND," MARCH 8, 1862**

Copyright 1906 by G. S. Richardson

SHOES OF MERIT

## The R. D. Carter Shoe Co.

(INCORPORATED)

370 MAIN STREET

Next Door to the Hub

Old 'Phone 4058

SHOES AND SUIT CASES

We Manufacture Our Men's Shoes

## The Columbia Stove Co.

DEALERS IN

### Majestic Ranges and Other Stoves

HOTEL AND RESTAURANT SUPPLIES  
TINNING, GUTTERING and SPOUTING

173-177 BANK STREET

NORFOLK, VA.

Ernest H. Meeks  
Residence Bell 'Phone 3608

Edgar T. Meeks  
Residence Bell 'Phone 2217



## Ernest H. Meeks

Electrical Contractor

Dynamos, Motors and Switch-  
boards, Electric Lighting Plants  
Installed, Wiring of all kinds.  
Telephones and Bells. Repair  
Work a Specialty.

S. S. 'PHONE 1642  
BELL 'PHONE 4034

93 ROANOKE AVENUE  
Norfolk, Va.

"JACK" MORGAN

WILBUR M. EVERETT



## Two Little Tailors



ALL AROUND TOWN

323 MAIN STREET

108 GRANBY STREET

476 CHURCH STREET

Now for Good-Ness Sake Let Us Make Your Clothes

NORFOLK, VA.





Reproduced from Painting by B. A. Richardson

Copyright 1906 by G. S. Richardson

"VIRGINIA" ENGAGED IN BATTLE WITH THE "MONITOR" IN HAMPTON ROADS, MARCH 9, 1862

Desk Trays  
 Box Files  
 Board Clips  
 Stationery Racks  
 Desk Pads  
 Loose Leaf Books  
 Post Binders  
 Loose Sheet Holders  
 Office Ticklers  
 Vertical File and  
 Card Index Supplies  
 Transfer Cases for Letters,  
 Documents and Card  
 Index Cabinets.

**Globe**

**FOR**

**1907**

**W. L. Bilisoly & Bro.**

Agents Globe-Wernicke Line

OFFICE OUTFITTERS  
 COMMERCIAL  
 STATIONERS  
 AND GENERAL  
 CONTRACTORS

**W. L. Bilisoly & Bro.**

31 and 33 Randolph St.  
 NORFOLK, VA.

Both 'Phones No. 520 P. O. Box No. 45

## Invest in Norfolk Real Estate Now

and get the benefit of the rapid growth that is before the city. Don't wait until the ship yard is completed. Don't wait until the railroads and factories are completed and bringing people by the thousands, but buy now and get the benefit of these improvements.

**Collins & VanDembergh, Inc., 101 Plume Street**

Invitation is extended to all those interested in choicest  
**WOOLENS** to examine the season's offerings

**Jas. W. Dozier, Tailor**

Successor to Carey & Co.

15 Granby Street, Norfolk, Virginia

## Welcome, Visitors!

Our spring line of suitings for suits to order is now ready for inspection, also the newest styles in high-grade, ready-to-wear clothes for men and boys, and up-to-date furnishings. Full Dress and Tuxedo suits for hire.

**DUNSTON & SILVERWOOD, 320 Main St., Norfolk, Virginia**



Reproduced from Painting by B. A. Richardson

**DESTRUCTION OF THE "VIRGINIA," MAY 11, 1862**

Copyright 1906 by G. S. Richardson



# DIAMONDS

HEADQUARTERS FOR  
UNREDEEMED

Frankfurt Loan Co.  
Cor. Main and Church NORFOLK, VA.

## Norfolk Trunk Factory

— TWO STORES —

58 Granby St.

172 Church St.



MANUFACTURERS OF

Trunks, Suit Cases and

Traveling Bags

LEATHER SOUVENIRS

Repairing Promptly and Neatly Done

## FINE TAILORING and FURNISHINGS

37 Granby Street



Opp. Virginia Club

"HOW ABOUT YOUR CLOTHES"

See **CAREY & BAUM, Inc.**  
NORFOLK, VA.

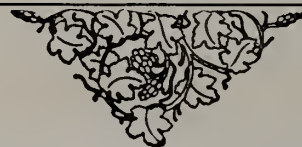
'Phones: SO. STATES 709  
SO. BELL

Nos. 1, 3, 5 and 7 City Market

## C. S. MEASELL

Wholesale and Retail Dealer in  
All Kinds of

Foreign and Domestic Fruits  
Vegetables, Etc.



NORFOLK, VIRGINIA















# The Famous "John Smith Rock"

Rescued from its somewhat unstable resting place on the old Powhatan estate, at the "Falls of the James," the celebrated "John Smith Rock," which has been accepted for generations as the stone which figured in the world-famed adventure of Captain John Smith, has been removed at large expense and is being exhibited in "Old Jamestown" on the "War Path." As a relic of the early trials and misfortunes of the brave pioneers whose intrepidity and determination have resulted in incalculable benefit to all mankind, this famous rock is perhaps without a peer; and those who look upon it, sequestered among the thousands of interesting objects connected with the growth and development of this country, may well feel glad of having availed themselves of the opportunity.

## ONE IMPERISHABLE MEMENTO

Though the pioneer hero and comely Indian princess, the chief actors in the dramatic incident familiar to every school child, have long ago gone to their reward; though three centuries have rolled away and with them nearly all vestige of the condition of those days; though the peninsula on which the first English settlement in Virginia was located is now a small island, and many other geographical changes have taken place; though the unexplored and virgin land of 1607 is now the most enlightened and progressive country in the world and populated by more than eighty millions of people; still there remains this one imperishable memento, this one object associated with the earliest history of the country, this celebrated rock, which has undergone no apparent change save that caused by the chipping and picking of curio seekers who visited it before its rescue by its present owners.

## ITS ORIGINAL POSITION

The accompanying engraving taken from a photograph, shows where the stone lay for centuries. The earth had been carted away for building purposes, leaving the stone high above the surrounding level, on a little knob. It required the combined efforts of ten men and six mules to remove it and place it aboard the car which carried the celebrated rock to Manchester, Va., where it was kept prior to its removal to this exposition.

The rock is of a somewhat circular shape, measuring about four feet in diameter, and is hollowed out on top, supposedly to form a convenient resting place for the head and upper part of the body of a victim. In this hollow, according to tradition, the head of the illustrious Captain John Smith was placed preparatory to his contemplated execution. And it was across this rock that Pocahontas is reputed to have thrown herself when she interposed between Smith and the war clubs of the savage executioners.

## COMPANY FORMED

Imbued with the idea of giving to the millions of visitors to the exposition the opportunity of seeing and examining at close range the celebrated rock, Mr. W. H. Owens formed the company of which the following are officers: T. R. Aaron, president; W. H. Owens, vice-president and general manager; R. W. Roberts, secretary-treasurer. The company is chartered as the Captain John Smith Rock Company, Incorporated. They purchased the stone and procured the exclusive privilege for its display at the Jamestown Exposition.

Don't fail to see the wonderful rock in "Old Jamestown" on the "War Path." It is the opportunity of a lifetime.

DON'T MISS IT--IN "OLD JAMESTOWN" ON THE "WAR PATH"



THE ORIGINAL ROCK  
UPON WHICH CAPTAIN JOHN SMITH LAY WHEN RESCUED BY POCAHONTAS

SEE IT IN "OLD JAMESTOWN"--ON THE "WAR PATH"

# THE INSIDE INN

Jamestown Exposition, Norfolk, Virginia  
The only Hotel within the grounds

First Class  
in Every Respect

---

European and  
American Plan

---

Rooms Single or  
En Suite, with Bath  
and Toilet



Guests after  
registering are given  
a pass entitling  
bearer to enter  
Exposition without  
paying any further  
fee

---

Low and  
Satisfactory Rates

For Further Information Apply to

Jamestown Hotel Corporation    ::    ::    ::    Norfolk Exposition, Virginia





MOUNTAIN LAKE



CASTLE ROCK AND FERRY—NEW RIVER



## YOUR BANKING NEEDS

Need not of necessity be anything but  
a pleasure, if you will make known  
your requirements to the :: :: :: ::

### National Bank of Commerce OF NORFOLK, VA.

Strangers and Visitors to the Jamestown Exposition will find that our splendid facilities in every department are unexcelled in the South.

Capital \$1,000,000

Surplus \$500,000

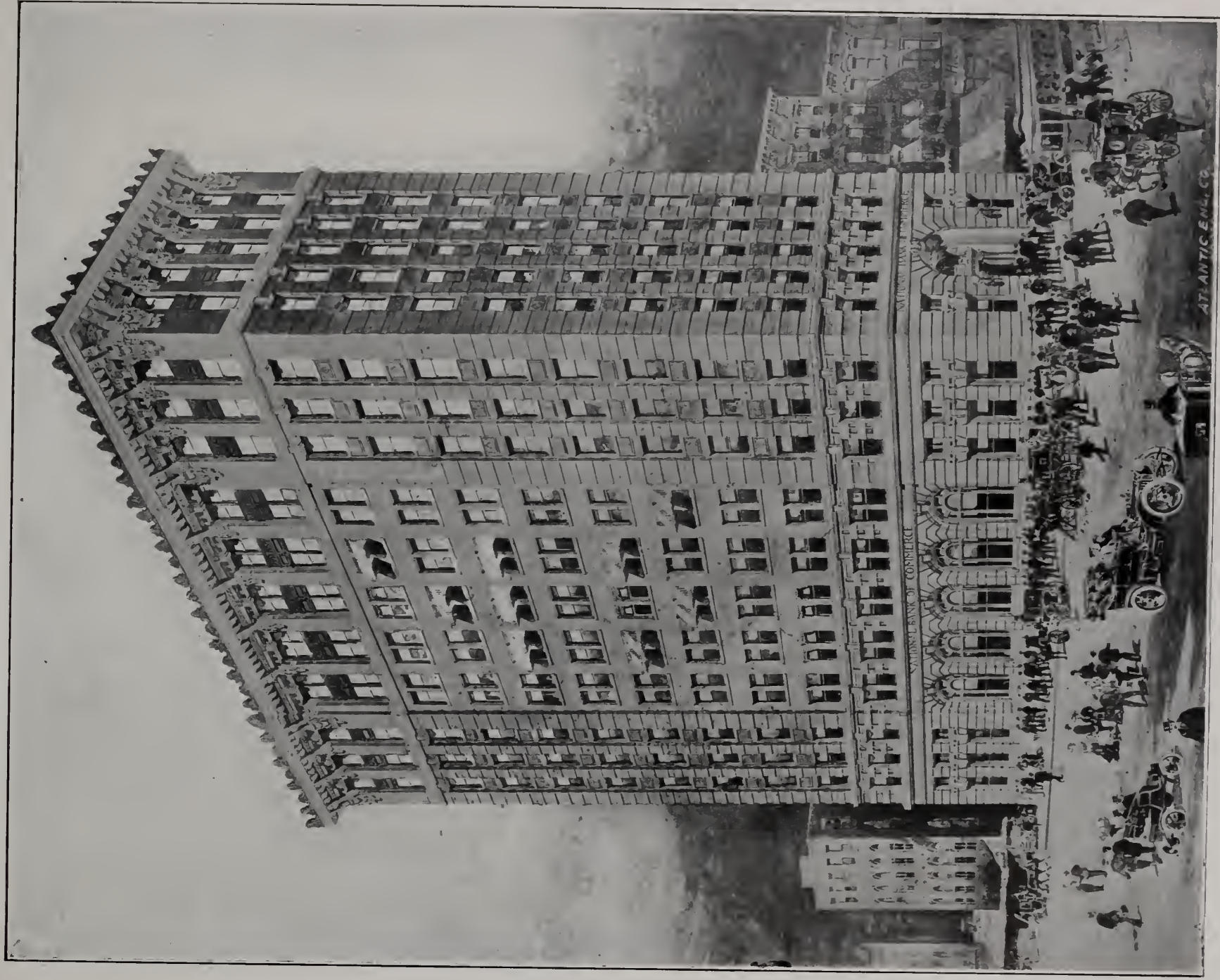
#### Officers



*NATHANIEL BEAMAN, President*

<i>TAZEWELL TAYLOR,</i>	<i>.</i>	<i>Vice-President</i>	<i>M. C. FEREBEE,</i>	<i>.</i>	<i>.</i>	<i>Asst. Cashier</i>
<i>HUGH M. KERR,</i>	<i>.</i>	<i>.</i>	<i>Cashier</i>	<i>F. A. PORTER</i>	<i>.</i>	<i>Asst. Cashier</i>





NATIONAL BANK OF COMMERCE  
NORFOLK, VIRGINIA



*Maker of Men's Clothes*



**W. Nimmo Maynard**

*Merchant*

*Tailor*



*15 Bank Street*  
**Norfolk, Va.**

**Marine Bank**

NORFOLK, VA.

Capital - - \$110,000  
Surplus - - \$195,000

**DIRECTORS**

OF

**The Marine Bank**

OF NORFOLK, VA.

JAMES T. BORUM  
M. L. T. DAVIS  
P. B. LOVALL  
R. C. TAYLOR  
W. W. CHAMBERLAINE  
J. T. S. REID  
HENRY KIRN  
W. LANE KELLY  
J. W. PERRY  
W. H. TAYLOR

**OFFICERS:**

W. H. TAYLOR, - - President  
R. C. TAYLOR, JR., - - Cashier  
GEO. R. ATKINSON, JR. Asst. "

**The Law Building**

**Pharmacy**

52 Granby St.

Drugs, Toilet Articles,  
Cigars, Soda Wa=  
ter, Exposition  
Souvenirs,  
Etc.



**The Only U. C. T.**  
**Druggist in**  
**Norfolk**



*Will Welcome All*



**E. B. COATES**

*Proprietor*

**J. B. Bennett  
& Co.**

**JEWELERS**

AND

**OPTICIANS**

DEALERS

Diamonds, Watches,  
Jewelry and  
Novelties



**158 Church Street**  
**NORFOLK, VA.**

'PHONE 427

BENNETT'S JEWELRY STORE



ROANOKE VALLEY, NEAR SHAWSVILLE, VIRGINIA  
(Alleghany Mountains in the Distance)

# WELCOME, U. C. T.

While in Norfolk, call and see W. H. CAMP,  
“Headquarters for United Commercial Travelers,”  
where you will find the best of wines and liquors  
and the famous Anheuser Busch Co.’s “Budweiser ”  
on draught   -   -   Located at 118 Plume Street

---

OPPOSITE THE POST-OFFICE   W. H. CAMP, Proprietor





THE OLD HOMESTEAD, BLAND COUNTY



ALLEGHANY MOUNTAIN



JAMES RIVER VALLEY



A FIELD OF BUCKWHEAT, SMYTHE COUNTY, VIRGINIA

## *Hotel Burton*

DANVILLE, VA.

---

---

Under new management  
Remodeled, Steam  
Heated, Electric Lighted  
and Recarpeted  
throughout. Rates  
\$2.50 up, American Plan

---

---

W . W . L Y N N

## *Hotel Carroll*

LYNCHBURG, VA.

---

---

Recently added 96  
rooms, including a num-  
ber with baths. Steam  
Heated, Electric Lighted  
Large Sample Rooms  
Rates \$2.50 and up  
American Plan

---

---

W . W . L Y N N



A SHENANDOAH VALLEY PLANTATION



WHERE LEE AND GRANT MET, APPOMATTOX



**One of the Wonders of the Century !!**

**THE W. H. MILES SHOE CO., Inc.**

RICHMOND, VIRGINIA

MANUFACTURERS OF **MILES SHOES** "The Best Thing on Foot"

Largest Shoe House  
in the World of  
its Age



We Advertise Facts  
and "Deliver the  
Goods"

**We Make More Shoes than all Other Richmond Houses Combined, and  
NOTHING BUT SOLID SHOES**

**"ALWAYS MILES AHEAD"**



VIRGINIA EXPORT BEEF

FRED. C. KELLAM

FRANK G. KELLAM

HARRY KELLAM, M. D.

Kellam



Hospital

All Examinations Free at the Hospital

We Cure without the use of the Knife or X-Ray  
Cancer, Tumors and Chronic Sores

We guarantee our cures and are endorsed by the Senate  
and Legislature of Virginia. Come and see what we have  
done and are doing. If then you are not satisfied that  
we do all we CLAIM, we will pay all of your EXPENSES

1615 West Main Street - - Richmond, Virginia





VIRGINIA MORTGAGE LIFTERS



PEANUTS IN STACKS, WAVERLY, VIRGINIA



MARION, VA.—BRINGING FARM PRODUCTS TO THE RAILROAD



CATTLE, BURK'S GARDEN, TAZEWELL COUNTY, VA.



Here's to  
Your Good Judgment

# Raleigh Rye

A Drink for Men of Brains

EINSTEIN BROTHERS, CINCINNATI, OHIO, U. S. A.





SHEEP THRIVE EVERYWHERE IN VIRGINIA



HAY-TIME IN THE VALLEY, VIRGINIA



Smoke

## **HYGEIA** 10c and 5c Cigars

None Better

For Sale Everywhere

### **OLD DOMINION TOBACCO CO.**

185 and 187 WATER STREET

General Cigar and Tobacco Dealers **NORFOLK, VA.**

D. W. RAPER, Pres.  
W. A. JACKSON, VICE-PRES.  
J. ELMER WHITE, Sec. & TREAS.

C. GOFFIGON, GEN'L MAN.  
A. E. CARPER, SUPT. MILL

### **RAPER-JACKSON-WHITE CO., Inc.**

LUMBER, SHINGLES, MILL WORK

High-Class Office, Store and Bank Fixtures

CHURCH STREET AND N. & W. RY.

PHONES { SO. BELL 2460  
SO. STATES 1099

**Norfolk, Va.**

## **Atlantic Trust and Deposit Co.**

NORFOLK, VA.

**ASSETS \$1,200,000**

WE HAVE A BRANCH BANK ON GROUNDS OF  
THE JAMESTOWN EXPOSITION COMPANY. WE  
SOLICIT YOUR BANKING BUSINESS

A. E. KRISE, President C. W. FENTRESS, Vice-Pres.  
R. A. DODSON, Sec'y & Treas.

## **LEADERS IN FIRE INSURANCE**

### **GEO. W. DEY & SONS**

112 Plume Street

**NORFOLK**

**VIRGINIA**

## **S. B. TURNER & SON**

**Stencil and Rubber  
Stamp Works**

**22 CAMPBELL WHARF  
NORFOLK :: VA.**



## **THORNTON & WILLIAMS**

**PLUMBING and HEATING ENGINEERS**

**NORFOLK**

**VIRGINIA**

## **DOZIER'S DETECTIVE AGENCY**

S. L. BRANCH, Manager

ALL CLASSES OF LEGITIMATE DETECTIVE  
WORK. OPERATING ANYWHERE. OFFICE  
NEVER CLOSED.

Office No. 102 Ferrebee Jones Bldg. **NORFOLK, VA.**

TELEPHONES { Office So. Bell 4036  
" So. States 181

## **HEPPEL'S DETECTIVE AGENCY**

Office, 207 Atlantic Hotel Bldg., NORFOLK, VA.

This Agency is prepared to undertake all Detective Business entrusted to it by Railroads or other Corporations, Banks, Mercantile Houses, Attorneys or Private Individuals. We protect retail stores from depredations of shoplifters, pickpockets, etc. Police and Fire Patrol furnished for Business and Residence Property both Night and Day. References furnished upon application. Long distance telephones (Southern Bell) Office 'phone 3082; Residence 'phone 2477. GEO. M. HEPPEL, Mgr.



MINING VILLAGE—POCAHONTAS FIELD



MOUNTAIN STREAM



SPRUCE PINE, GRAYSON COUNTY

# *The Princess Anne, Virginia Beach, Va.*

**New Ownership   ✦   Open all the year   ✦   New Management**

¶The pride of the only resort in Virginia, situated on the Atlantic ocean, after having undergone complete renovation, is now open under most favorable auspices. ¶The management is entrusted to the most skilled and obliging gentlemen in hotel life, who have been fortunate in their choice of dining room and kitchen assistants. The services of the chef, who did much to make the resort famous in the days of Crittenden, have been secured, affording an absolute guarantee that the famous Lynnhaven oyster, the soft crab, and the choicest fruits of sea and garden—all of which abound in this section—will be prepared and served to the delight of the most critical. ¶Especial care and thought have been given to the subject of ocean surf bathing; accommodations last year, taxed to the utmost, are being greatly increased. ¶The walks and gardens are restful and pleasing to the eye; the delightful ocean rooms in the commodious and exquisitely appointed hotel—refurnished and beautified—offer the most picturesque and sublime outlook on the Atlantic ocean. ¶A well equipped cafe is one of the most popular features. ¶Delightful music, dancing, card parties, automobiling, golf, tennis, fishing, hunting, and other health giving pastimes are among the pleasures regularly indulged in. ¶The pleasing scenery, equable climate, unsurpassed table, excellent accommodations and perfect service, combine to make this resort the ideal of the tourist and pleasure seeker throughout the hotel's four seasons. ¶The geographical position, and the accessibility of Virginia Beach on the ocean, together with the regular, frequent and comfortable electric service, to and from Norfolk and the Exposition Grounds, have made it a popular resort for visitors and the people of this section. ¶The electric service direct or via Cape Henry, offers comfort and pleasure.

A. M. BILL, Manager

H. STANLEY PARKER, Asst. Manager

Formerly with Hotel Chamberlin, Old Point Comfort, Virginia





GUIDE-POST ERECTED BY LORD FAIRFAX  
WHITE POST, VIRGINIA



SPOT ON WHICH CORNWALLIS SURRENDERED—YORKTOWN



MARYLAND

HARPER'S FERRY

VIRGINIA  
WEST VIRGINIA



FORTRESS MONROE, VIRGINIA

***Rudolphi & Wallace***

**NORFOLK'S LEADING TAILORS**

**Men's Furnishers**



226 MAIN ST.

NORFOLK, VA.

**FACTORY SITES**

**FARM LANDS**

**REAL ESTATE EVERYWHERE**

IN OR NEAR NORFOLK

**E. B. LEWIS & CO.**

Essex Building, Plume and Bank Sts.

Sou. Bell 'Phone 357

**SUBURBAN LOTS**

**STORES AND DWELLINGS**

T. F. ROGERS

President

CHAS. McL. TUNSTALL

R. A. WAINWRIGHT

Vice-President

Asst. Sec'y

E. P. CROCKETT

Sec'y & Treas.

CHAS. McDERMOTT

Cashier

**Real Estate, Trust & Insurance Co.**

(INCORPORATED)

**GENERAL INSURANCE**

Both Telephones 849

65 Plume Street

NORFOLK, VIRGINIA

**“Buying Post Cards is a Waste  
of Time”**

**UNLESS YOU BUY AT THE RIGHT PLACE**

I have the finest display and a better selection than you have ever run across:

Official views of the Jamestown Exposition, Historical Jamestown, Yorktown, Norfolk and vicinity and all parts of Historical Virginia: also fine selections of fancy and comic cards.

I also make a specialty of Official Souvenir Spoons, Emblematic Jewelry and all Souvenirs of the Jamestown Exposition.

Write for Post Card Catalogue, for both wholesale and retail trade.

**W. E. PORCH, Post Card Shop,**

Granby Street Entrance,

Atlantic Hotel,

Norfolk, Va.



VIRGINIA BEACH



City Hay & Grain Co.

Norfolk, Virginia



UP-TO-GRADE FEED



Car Lots

Split Cars and Lesser Quantities

CHAS. MILLER

WM. M. SOREY

C. V. MAYHEW

---

FINE WORK AND STYLISH TAILORING, SEE

Miller - Sorey - Mayhew Co.

---

INCORPORATED

Makers "Stylish Garments for Men"

W E M A K E S H I R T S A L S O

---

116 Granby St., Opp. The Granby, Norfolk, Virginia



---

---

**NATURAL BRIDGE**  
**OF VIRGINIA**

*“God’s Greatest Miracle in Stone”*

**THE GIFT OF GEORGE III**

*to*

**THOMAS JEFFERSON, 1774**



*HEIGHT, 215 FEET*

*WIDTH, 100 FEET*

*SPAN, 90 FEET*

---

---



# Brighten up Your Home



will make old furniture, floors or any kind of woodwork look like new. Hides all mars and scratches and restores lost brilliancy. It stains and varnishes at one application and can be applied by any one able to wield a brush. You can DO IT YOURSELF.

Manufactured by

**Standard Varnish Works**

NEW YORK CHICAGO LONDON BERLIN BRUSSELS

For Sale by All Leading Paint and Varnish Dealers

ASK YOUR DEALER

WARNING—Accept no substitute. If you want good results, be sure you get LACQUERET

# The HEINZ Label on Food Products

is looked upon by discriminating housekeepers the world over as the best guaranty of merit a food can bear. For over 38 years it has stood for absolute purity, clean-making and high quality.

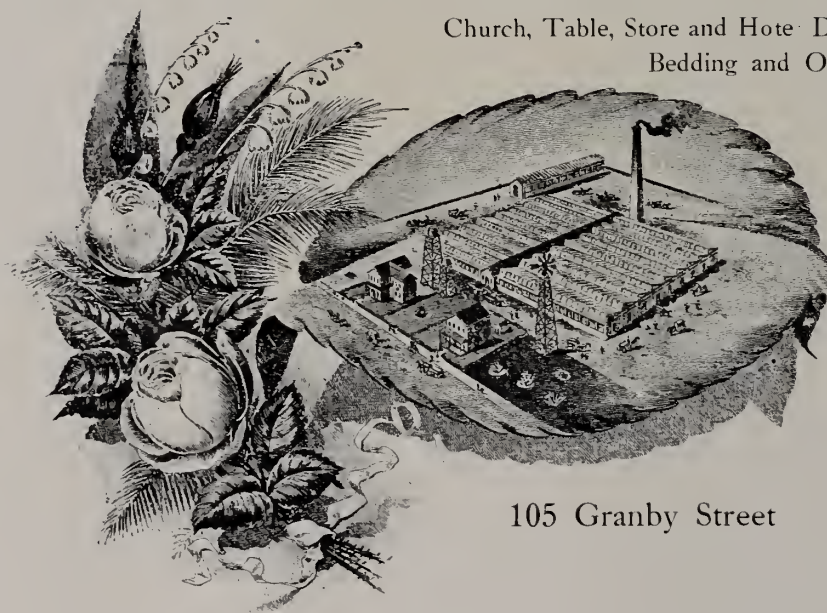
## HEINZ 57 Varieties

of Pure Food Products are made of the choicest materials, in the largest, cleanest and best equipped kitchens in the world. They contain not a drop of artificial preservatives or coloring matter and stand every test of the Pure Food Laws.

And what is more, they are guaranteed to suit the most fastidious taste. If any one of the 57 varieties fails to please, the dealer has authority to refund full purchase price.

**H. J. Heinz Company**

NEW YORK PITTSBURG CHICAGO LONDON



Church, Table, Store and Hotel Decorations

Bedding and Ornamental Plants

Cut Flowers of all kinds

Privet for Hedging

Shade Trees

**Newton Floral Company**

INCORPORATED

**Growers Fine Flowers and Plants**

FUNERAL DESIGNS A SPECIALTY

Made in any style desired

PHONES

So. Bell—Greenhouse, 611

So. Bell—Office, 861

So. States, 861

105 Granby Street

NORFOLK, VA.





SCENE IN LURAY CAVERNS

## Commercial Department

**4%  
INTEREST**



**4%  
INTEREST**

244 MAIN STREET

CALDWELL HARDY, President

C. W. GRANDY, Vice-President

W. W. VICAR, Cashier

Trust Department

## Safe Deposit Department

**MAX SCHWAN**  
**CHINA, GLASS, TOYS**  
**House Furnishings**

## SOUVENIRS AND VIEW SPECIALTIES



**86 Granby Street**  
**Opposite Monticello Hotel**



Every Process of  
Cut Making is  
at your ser-  
vice



Mail Orders A  
Specialty



## Write for Prices

BEST ATTENTION

## QUICK SERVICE

OFFICE:

820 NATIONAL BANK OF COMMERCE

## Jones' Sanitary Barber Shops

JOSIAH T. JONES, PROPRIETOR  
ALL OVER NORFOLK

HOTEL MONROE, PORTSMOUTH, VA.    PINE BEACH HOTEL

HOTEL NEDDO  
NO. 27 ATLANTIC STREET  
NO. 211 MAIN STREET  
NO. 10 BANK STREET

NO. 325 MAIN STREET  
NO. 377 MAIN STREET  
ALGONQUIN HOTEL  
LORRAINE HOTEL

NORFOLK, VA.

NO ADVANCE PRICES ON ACCOUNT OF EXPOSITION



VIRGINIA MILITARY INSTITUTE, LEXINGTON, VIRGINIA



# U. C. T.'s Garments

A SPECIALTY

LET US BE YOUR TAILORS



## Franklin & Frei

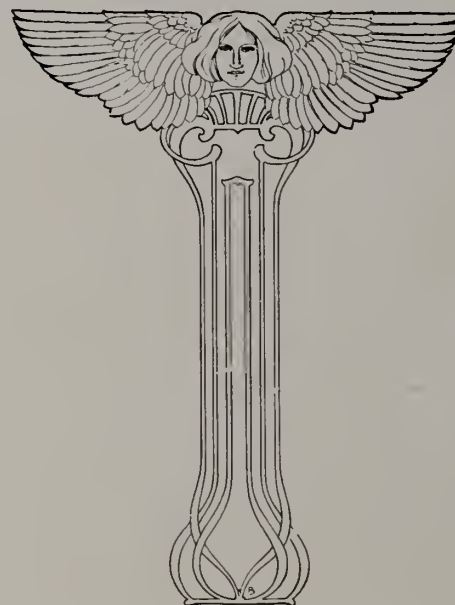
Bluefield, W. Va., and  
Roanoke, Va.



Salesmen Should be Well  
Dressed, we make them so

# HUBBARD & SHERRON CO.

Bed Spring Manufacturers



17-19 COMMERCE STREET  
NORFOLK, VA.



STATE CAPITOL BUILDINGS, RICHMOND, VA.

BUY  
The Celebrated  
Samson Shoes

The best merchants  
handle them   ♣   ♣   ♣  
Wise men wear them

Roberts & Hoge Shoe Co., Inc.

SOLE OWNERS

RICHMOND, VIRGINIA, U. S. A.

E. G. SHEARER

C. E. SHEARER

R. P. FRANKLIN

Shearer Bros. & Franklin



---

Wholesale Clothiers

MAKERS OF "ECONOMY BRAND"  
FOR MEN AND BOYS

---



922 Main St.



LYNCHBURG, VIRGINIA





BIRD'S-EYE VIEW OF STAUNTON, VA.



---

# *Oglesby - DeWitt* *Company*

Always at the service of their patrons with  
the best selected and snappiest line of  
Notions, White Goods, Ladies' and Men's  
Furnishings ever offered to Southern trade.  
Pin your faith to their Homestead Brand.

OGLESBY - DEWITT COMPANY  
LYNCHBURG, VIRGINIA

---

*Prompt Service* :-: All Mail Orders Shipped on Date Received

---





Engraving Courtesy T. E. HARVEY

VIRGINIA TOBACCO FIELD



MOUNTAIN LAKE



NEW RANDOLPH MARKET, ROANOKE, VA.  
One of the Most Modern Markets in the Entire South



Engraving courtesy T. E. HARVEY

TOBACCO SALE



## Hotel Hamilton

W. P. HAMILTON, *Proprietor*

New Annex--Thirty Rooms

STEAM HEAT

Bristol, Virginia

ELECTRIC LIGHTS  
THROUGHOUT

ELECTRIC BELLS

TELEPHONES

BATH ROOMS

SAMPLE ROOMS

## H. SEELINGER STAG HOTEL

Ladies' and Gentlemen's  
Cafe and Restaurant

39-41 CITY HALL AVENUE  
NORFOLK, VA.

WM. RUEGER, *Proprietor*

NINTH and BANK STREETS

## Hotel Rueger



European Plan for  
Gentlemen

Richmond, Va.

## THE ALCONQUIN HOTEL NORFOLK, VA.

CORNER GRANBY ST. AND COLLEGE PLACE

☛ An old established hotel with recent expenditure of \$40,000.00 worth of modern improvements ☛ Exclusively European ☛ Consistent Rates ☛ Cars to and from Docks and Depots, as well as Exposition Grounds, pass the doors.

For Rates and Reservations, Address

WM. C. ROYER, *Manager*



HOUSE OF LEE'S SURRENDER, APPOMATTOX



WILLIAM AND MARY COLLEGE—WILLIAMSBURG

Founded in 1693

Next to Harvard, the Oldest College in America  
Archbishop of Canterbury, First Chancellor



ST. JOHN'S CHURCH—RICHMOND

Where Patrick Henry made his Famous Speech  
"Give me Liberty or give me Death."



ST. JOHN'S CHURCH, HAMPTON, ERECTED 1727

# Quinn-Marshall Company

IMPORTERS AND JOBBERS

## Dry Goods and Notions

The largest and most varied stock of Dry Goods, Silks, Printed Fabrics, Fleece, Flannels, Foreign and Domestic Dress Goods, Lace Embroideries, Shirts, Overalls, Pants, Underwear and Small Notions, anywhere to be found in the south. ¶Our Values are unsurpassed. ¶Our Facilities are unexcelled. Prompt shipments and liberal treatment assured. ¶If you are not on our books, write for one of our salesmen

Quinn-Marshall Company, Lynchburg, Virginia





Engraving Courtesy ROANOKE COUNCIL NO. 174

A TYPICAL SCENE IN THE VIRGINIA COAL FIELDS (TOM'S CREEK PLANT, GEORGETOWN, VIRGINIA)

# White Rolls Cigarettes

— Are —  
*A L L   Q U A L I T Y*

and are so pronounced by the most fastidious and discriminating smokers. ¶ When at the Jamestown Exposition, don't fail to visit the "WHITE ROLLS" Exhibit and receive a sample package. All visitors cordially welcomed at "The Home of the White Rolls Cigarette"

Ware-Kramer Tobacco Co. - NORFOLK  
VIRGINIA





WASHINGTON'S HEADQUARTERS—BERRYVILLE



OLD RUIN ON WASHINGTON ESTATE



WASHINGTON'S SLEEPING QUARTERS



GREENWAY COURT—HOME OF LORD FAIRFAX



# VIRGINIA BRIDGE AND IRON CO.

## ROANOKE, VIRGINIA

Manufacturers

Railway and Highway Bridges, Viaducts, Turn Tables, Train Sheds, Coal Tipples,  
Water Tanks and Structural Steel Work for every purpose



**Large Assortment of Structural Steel Material Carried in Stock for Prompt Execution  
of Orders. Plans and Estimates Furnished**

---

PLANTS—Roanoke, Va., and Burlington, N. C.; Capacity 30,000 Tons Per Annum.

PRINCIPAL OFFICE—Roanoke, Va.

BRANCH OFFICES—Atlanta, Ga., Little Rock, Ark.



VIRGINIA BRIDGE AND IRON WORKS, ROANOKE, VA.



COAL TIPPLE—POCAHONTAS



COKE OVENS—ELKHORN DISTRICT



COAL TIPPLE—SHOWING INCLINE

I. SACHS, President and General Manager      S. H. FRANKLIN, Vice-President  
WATKINS L. MOORMAN, Secretary and Treasurer

# The N. & W. Manufacturing Company, Ltd.

Manufacturers of  
Home-Made  
Overalls, Coats, Etc.



Bell 'Phone No. 12



LYNCHBURG, VIRGINIA

## OFFICERS:

W. LEE BRAND, President  
T. B. GRIGGS, Vice-President  
T. J. PHELPS, Treasurer  
FRANK GOULD, Secretary  
D. M. JENNINGS, Asst. Secretary

**Honest Values**  
**Close Prices**  
**Reasonable Terms**  
**Quick Service**

Members Roanoke Council No. 174, U. C. T.



<sup>U</sup>  
<sup>C</sup>  
This **Hi-Brand**

IT'S A MARK OF QUALITY

Hi-Brand Shoes for men, "especially salesmen," make life's walk easy. Their appearance suggests refinement. Ask your dealer and don't be satisfied until you try a pair

Brand Shoe Co., Roanoke, Va.





BIRD'S-EYE VIEW OF ROANOKE, VA.



BIRD'S-EYE VIEW OF LYNCHBURG



VIEW FROM CAPITOL—RICHMOND




# PILSENER

---

## EXPORT BEER

The Virginia Brewing Company

Roanoke, Virginia







NORFOLK & WESTERN RY. GENERAL OFFICES AT ROANOKE, VA.



JEFFERSON STREET, ROANOKE, VA.



CAMPBELL AVENUE, ROANOKE, VA.



NORFOLK & WESTERN RY. SHOPS AT ROANOKE, VA.





# HOTEL ROANOKE

FRED E. FOSTER, PROPRIETOR

Open all the year ROANOKE, VA.



OF THE CITY, and yet apart from it, is the Hotel Roanoke. Situated on an eminence from which can be seen not only all of the town, but the valley for miles in any direction, it is the center of a wonderful panoramic display. The general effect of the property suggests more the private domain of some large landed proprietor than a hotel. The knoll on which it stands is laid out in a park of ten acres, with broad, well-kept walks and driveways, with fountains always playing and myriads of flowers in bloom, with graceful, hemlock hedges and rows of dwarf shrubs, with countless trees whose verdure shades, from the dense green of the magnolia to the lustrous, shining whiteness of the silver maple, as the constant breeze plays with its foliage.

The building itself is a fine specimen of Queen Anne architecture, with broad piazzas and splendid halls. Everything within suggests roomy comfort, and delights the artistic eye. A sun parlor, glass walled, faces the city, decorated with potted plants, and furnished with the idea of a perfect lounging place.

C. S. THOMSON

MORDAUNT ETHEREDGE

BOTH 'PHONES

WHEN IN NORFOLK, CALL ON

## Thomson, Etheredge & Co.

**Real Estate  
Insurance and  
Rental Agents**

**No. 73  
PLUME STREET**

**Licensed and Bonded Pawnbrokers**

## F. JACOBS & BRO.

373 Main Street  
596-598 Church St.



NORFOLK  
VIRGINIA

**Liberal Loans, Diamonds, Jewelry, Lowest Rates**

**\$100.00 Loans, 3 per cent.  
Larger Loans, Lower Rates.  
Dealings Confidential**

**Forfeited Pledges For Sale BOTH 'PHONES**



HOTEL ROANOKE, ROANOKE, VA.



ROANOKE RIVER



WHERE THE JAMES RIVER BREAKS THROUGH THE MOUNTAINS,  
NEAR NATURAL BRIDGE

# RADFORD STEAM LAUNDRY

CHAS. W. SANDERS, PROPRIETOR  
H. B. SANBORN, MANAGER

**Traveling Men's Work  
a Specialty**

216-218-220 SALEM AVENUE  
ROANOKE, VA.

O. L. BONNEY, Pres.

H. G. WHITEHURST, Sec. and Treas.

# WALK-OVER SHOES



WHEN  
WALK-OVERS  
GO ON  
SHOE TROUBLES  
GO OFF

The Walk-Over Man,  
The Sign of Satisfaction

Walk-Over Shoe Store Co., Inc.

14 GRANBY STREET

# CORRECT TAILORING

MAKING CLOTHES FOR PARTICULAR PEOPLE,  
men of discrimination and keen judgment, regarding  
style, workmanship and fit, is a specialty of ours.

The man who says he is hard to suit is the man we want most to  
serve.

No matter how critical you are about the clothes you have made,  
we are **MORE CRITICAL** regarding the class of work we turn out.

Absolute perfection is the watchword at Northern's and under no  
circumstances can a garment that isn't thoroughly correct leave  
our store.

Before placing your next order, talk the matter over with us.

**W. L. NORTHERN**

67 PLUME STREET

JUST OFF GRANBY

We please five thousand patrons weekly, and know  
we can please YOU.



301-303 CHURCH STREET

'Phones 557-567-874

156-158 FENCHURCH STREET





HOLLINS INSTITUTE, ROANOKE, VA.



VIRGINIA COLLEGE, ROANOKE, VA.

## AMERICAN IMPORT, EXPORT AND COMMISSION CO., INC.

---

The largest importing house of General Novelties for the Dry Goods and Stationery trade south of Philadelphia. Having special buying representatives in China and Japan, and other foreign countries. We import all goods directly through the Norfolk custom house, and our traveling representatives cover the territory from Maryland to New Orleans. If you are located in this territory, then we simply request that you allow our men to show you their lines, and we feel confident of obtaining some of your trade.

---

N O R F O L K , V I R G I N I A



Engraving courtesy ROANOKE COUNCIL No. 174

GENERAL ROBERT E. LEE, ON "TRAVELER."



Have you smoked “CAROLINA BRIGHTS” since wrapping them in foil? If not, you have missed the most delightful smoke ever produced in a cigarette.

If the tobacco blended in these cigarettes, as well as all material used, counts for anything they must be good.

Our enormous increase in sales of these cigarettes, proves that they have no equal in quality. They are mild, fragrant and will satisfy the most fastidious smoker.

Premiums given for box fronts. Catalogue free.

WELLS-WHITEHEAD  
TOBACCO COMPANY

MYRON MARSH  
PROPRIETOR

## Bluefield Inn

### RATES

\$2, \$2.50 and \$3



BLUEFIELD  
W. VA.

## The National Hotel

of Washington, D. C.

Is one of the largest and most centrally located houses in Washington, just opposite the Pennsylvania depot on Pennsylvania Avenue, the main thoroughfare of the city. The principal street car lines of the Capital pass the door, thus giving quick and easy access to all public buildings and points of interest. This house is in first-class condition; steam heat and electric light in every room; new cafe and other modern improvements, rendering it one of the most comfortable hotels in the Capital City.



### Rates—American Plan

*Rooms with Bath, \$3.50 and \$4.00 per day*

*Rooms without Bath, \$2.50 and \$3.00 per day*

### European Plan

*Rooms without Bath, \$1.00 to \$2.00 per day*

*Rooms with Bath, \$2.00 to \$2.50 per day*

## THE Palm Hotel

E. C. SIBERT  
*Proprietor*

Rates \$2.00 per day



*Free Sample Room*

*Steam Heated*

*Centrally Located*

*Convenient to Depots*

*Free 'Bus to and from  
Trains*

*Hot and Cold Baths*

*Modern Conveniences*

CHARLESTOWN  
W. VA.

# **The Man with the Order Book**

Needs a house back of him that will give fair and impartial treatment to its customers, prompt attention to his orders—stock that is reliable—prices that are reasonable.

## **Our Traveling Men**

Know all of these things to be true of us; they are handling a line of

## **Boots and Shoes**

For men, women and children in staple and specialty lines that are known, esteemed and advertised over the entire South. We want to reach some territory we are not now covering and, if you are an experienced shoe man, WE'D LIKE TO GET IN TOUCH WITH YOU.

**Fleishman, Morris & Co.**

**Richmond, Virginia**



# Hotel Ponce de Leon



Centrally Located

Rates \$2.50 to \$4.00 Per Day

C. G. Smith, Proprietor

::

::

Roanoke, Virginia

# The M. Solmson Fly Screen Co.

Makers of  
High-Grade Rustless Fly Screens  
for Windows and Doors

Made to Order only

Office and Factory  
Bayard and Nanticoke Sts., Baltimore, Md.

Southern Agents  
C. A. Nash & Sons, Incorporated, Norfolk, Virginia

Long Distance 'Phone

Our improved screen joint is the finest and strongest joint in the world. Endorsed by the United States Government

T. J. HUNDLEY

S. J. GAMMEL

# *Hotel Pocahontas*

Hundley & Gammel, Props.



APRIL 26.—NOV. 30.  
NORFOLK.VIRGINIA.

Cars every fifteen minutes for  
Jamestown Exposition Grounds



# Colonial Hotel

C E N T R A L L Y   L O C A T E D

Granby Street - NORFOLK, VA.



AMERICAN PLAN, \$2.00 and up

EUROPEAN PLAN, \$1.00 and up

One Hundred Rooms, Twenty-Five with Bath

Elevator Service

Heated by Steam

Electric Lights

Hot and Cold Water and Long Distance Telephone in Every Room

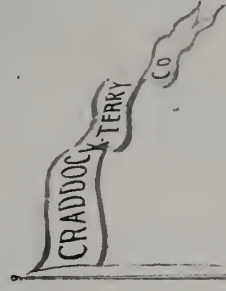
Elegant Light Sample Rooms

SPECIAL INDUCEMENTS TO COMMERCIAL MEN

A Hotel Built for the Comfort and Convenience of Traveling Men

**JONES & BELLEZZA, Owners and Managers**

TRADE MARK





CRADDOCK-TERRY COMPANY'S  
WEST END FACTORY  
LYNCHBURG, VA.





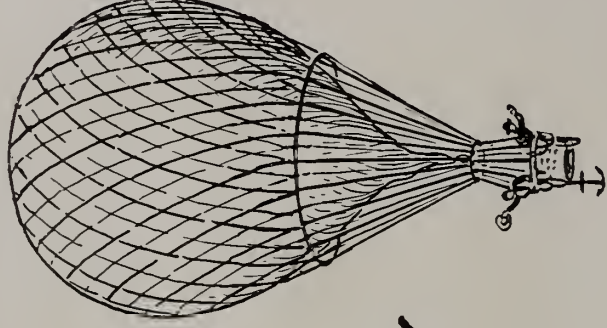
CRADDOCK-TERRY COMPANY'S

WEST END FACTORY

4000 PAIRS MEN'S FINE SHOES DAILY



**THE BALLOON**  
**IS A**  
**HIGH-BALL**  
**THAT GOES**  
**UP EASY**



MAKES A  
**HIGH-BALL**  
THAT GOES  
**DOWN EASY**



FOR SALE BY ALL WHOLESALE AND RETAIL  
MERCHANTS.

J. E. PRINCE & CO., Sole Agents  
102 and 104 Commercial Place, NORFOLK, VIRGINIA

Bell 'Phone 2906

Southern States 'Phone 716

## Gibson's Bank Cafe

JOHN E. GIBSON, PROPRIETOR

**Everything that's good  
to eat and drink**

14 and 16 Bank Street, NORFOLK, VIRGINIA

*Montague's*  
INCORPORATED

offers LUNCHEON PERFECTION in select delicacies, pure and wholesome dishes of appetizing variety and constant attention to the details that please.

AGENTS FOR

**Allegretti's Chocolates  
Whiteman's Chocolates**

THE FINEST SODA FOUNTAIN IN NORFOLK

## The Clarendon Hotel

**Harrisonburg, Virginia**

Has been thoroughly renovated, newly furnished throughout and extensively improved by the addition of many private and public baths

It will be the aim of the new management to keep the table up to a high standard of excellence. Experience has impressed on the management the value of careful, personal attention to cuisine and service, and these two departments are consequently conducted in a manner that makes them special features of the hotel. Good sample room for traveling men. THE HOTEL IS CENTRAL IN LOCATION, convenient and attractive, rendering it one of the most comfortable and inviting of any in town. The guests of the hotel will find all modern conveniences, steam heat, electric lights, etc. A share of your valued patronage is solicited.

**M. A. DAVIS, Proprietor**

## HOTEL ROBY

E. W. ROBY, Proprietor  
OPPOSITE UNION STATION  
LYNCHBURG, VIRGINIA

New House, New Furniture. Everything First Class. American Plan, \$2 and \$2.50 per day. Your patronage solicited . . . .  
TRAVELING MEN always welcome



# W. P. Ives & Co.



*Wholesale  
Liquor  
Dealers*



99 and 101  
Commercial Place

Our Registered Brands

T. P. A.

COAST LINE 85  
SOUTHERN 97

## The Hoffman House and Cafe

C. C. HOPKINS, Mgr.

30 Newly Furnished Rooms  
Rates \$1.00 per day. Best  
Cafe Service in the city

59 Bank St., Norfolk, Va.

Rooms \$1 to \$1.50 S. S. 'Phone 744

MEET ME AT THE  
**Terminal Hotel**  
and Cafe  
FOR  
**LUNCH**

Ladies' Dining Rooms Up Stairs  
Wine Room on Second Floor

G. W. HAUGHWOUT, Mgr.  
Cor. Atlantic and Plume Sts.  
Norfolk, Virginia

ESTABLISHED 1871

## I. ROBBINS

Successor to J. W. SPAGAT

**CLOTHING, GENTS'  
FURNISHINGS, HATS**

BOOTS, SHOES, RUBBER  
AND OIL CLOTHING

319 Main Street  
NORFOLK - - VIRGINIA

Bell 'Phone 1573

Our Special Brand  
RED GLOBE RYE

W. J. Cote  
Buffet

**FINE WINES  
LIQUORS, CIGARS**

**U. C. T.'s Welcome**

80 Plume Street  
NORFOLK - - VIRGINIA



"WE NEVER SLEEP"

We pick up  
Bargains  
and shovel  
them out  
to the trade

Ainslie & Martin Co.  
911 Main Street  
LYNCHBURG, VIRGINIA

# Progress Hotel

CORNER WATER, JACKSON AND KELLEY STS.  
**NORFOLK, VIRGINIA**

WITHIN TWO SQUARES OF ALL STEAMBOAT LANDINGS

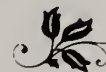


*Rates reasonable and maintained  
throughout  
Exposition Season*

**JAY C. HOWELL**  
MANAGER

# The JEFFERSON

RICHMOND, VIRGINIA



European plan exclusively.  
Rooms single and en suite, with and without  
private bath.  
Long Distance 'Phones in every room.  
Turkish and Roman baths.

Modern in every detail, elegant in all appointments, three  
hundred Sleeping Rooms added, nearly all with Private  
Bath, with Cafes, Private Dining Rooms, Rathskaller,  
Billiard Hall, Sample Rooms, Children's Play Room,  
Convention Hall, etc.

RATES MODERATE.

The historic points in and around Richmond makes it an important stop-  
over place for tourists.

**P. M. FRY,**  
MANAGER

S  
T  
E  
A  
D  
F  
A  
S  
T



B  
I  
L  
T  
R  
I  
T  
E

THE BEST SHOE FACTORY PER SQUARE FOOT IN THE WORLD





*SMITH-BRISCOE, SHOE Co., INC.*

*Makers of Fine Shoes*  
*LYNCHBURG, VIRGINIA*



## A Gentleman, His Wife or Daughter

Will find all the comfort and  
repose of an elegant, well-ordered  
and modern restaurant at the

**Cafe**  
**St. Denis**

High-Class Service at Moderate Prices

### Our Steamed Oysters

are unsurpassed. Sea Foods and Game  
in season. Cuisine unexcelled. Special  
Food Dishes for After Theater Parties  
Handsome Dining Rooms, light and  
bright, for Clubs or Private Parties  
Main Street's "PASSING SHOW" ever  
in view from our dining room windows

J. P. M. Joyce, Prop.

Main Street, Opposite Bank of Commerce

'Phone S. Bell 3040

'Phone S. S. 1800

## J. H. GATLING

Wholesale  
Lumber



North Carolina Pine  
a Specialty

311 CITIZENS  
BANK BUILDING

NORFOLK, VA.

W. W. COUCH, President

H. B. STERRETT, Vice-President

A. LEE BEASLEY, Sec'y and Treas.

# Beasley - Couch Co., Inc.

## WHOLESALE

Hats, Caps and Men's Furnishing Goods

### OUR BRANDS:

Jackson, Brighton, Our Special \$2.00 Hat  
Hill City and Lauderdale Straw Hats

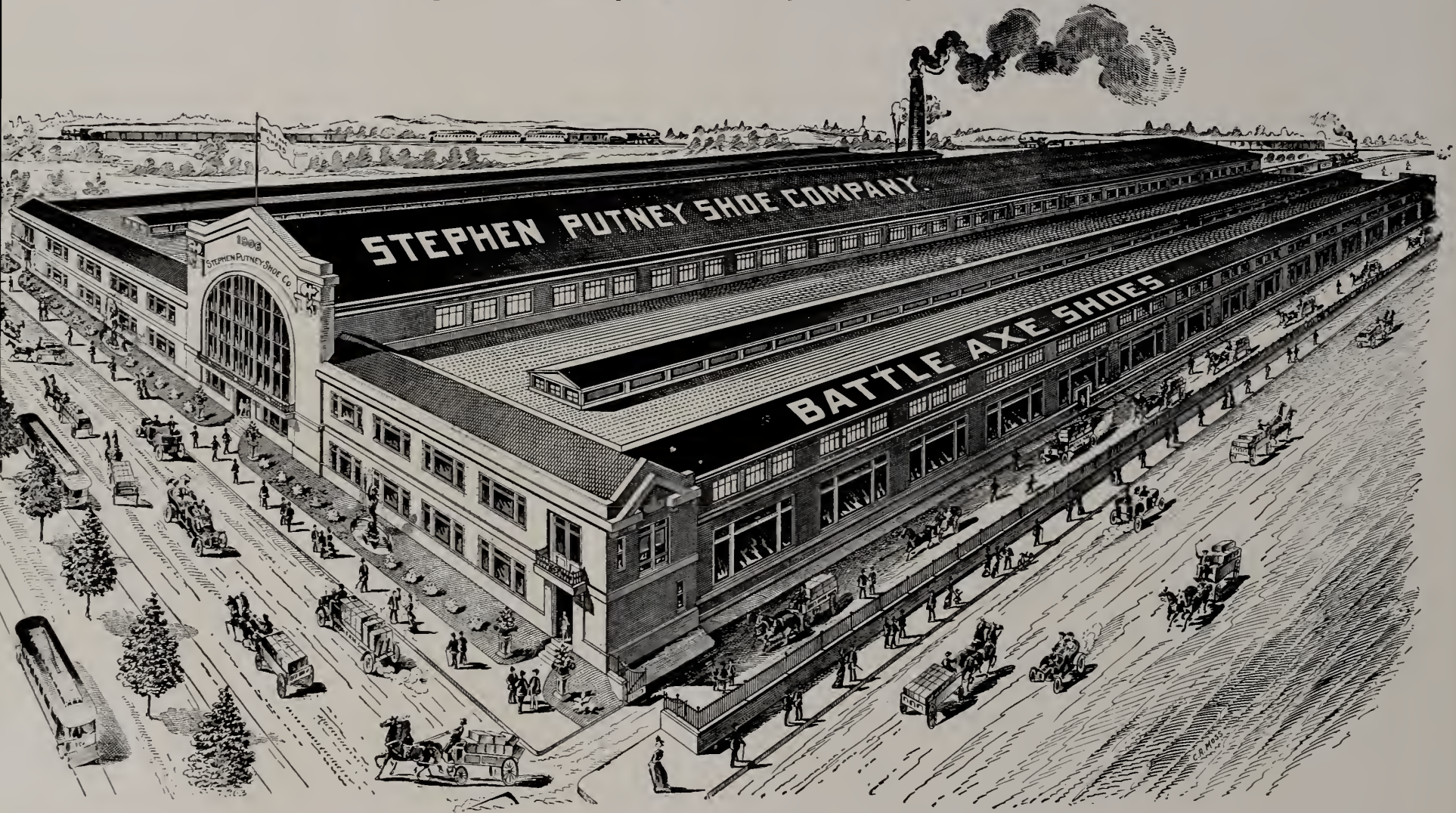
New York Office, 8 Washington Place

920-922 Commerce Street, Lynchburg, Va.



# Stephen Putney Shoe Co.'s New, Great, Battle Axe Shoe Plant

Covers more ground floor space than any building in the entire south



A Monument to Richmond's Wonderful Progress

## *On to Richmond!*

Merchants visiting the Jamestown Exposition should not fail to return via Richmond, the most historically-famed city in the South

While in Richmond, we cordially invite you to visit our **immense new plant**, the most uniquely arranged and scientifically devised building in the entire country for the **economical** and **expeditious** conduct of the shoe business.

There you will have the pleasure of a personal inspection of the **greatest line of Shoes in America**—the celebrated, well known and widely advertised **Battle Axe Shoes**.

A visit to our plant will enable shoe merchants to carry home with them a lasting impression of our extraordinary facilities and a firm conviction that the **great Battle Axe line of Shoes** is superior to any line ever shown upon the American Market.

Make your visit to Jamestown and return home via Richmond, a combination of **pleasure** and **profit**, by accepting our cordial invitation.

A hearty welcome awaits you.

Respectfully,

Stephen Putney Shoe Co., Richmond, Virginia



# The Lexington Hotel

THE LEXINGTON HOTEL CO., Props.

12th and Main Sts., RICHMOND, VA.

The most centrally located hotel in Richmond, Va.



American Plan \$2.50 to \$4.00 per day

European Plan \$1.00 and upwards : :

Large sample room with bath : : :

We cater especially to commercial trade

Felix Keegan and Jas. H. Grant, Proprietors

American

European

# HOTEL ALLEN

STEVE ALLEN, PROPRIETOR

*Cafe and Buffet*

Cor. Tenth and Broad Sts.

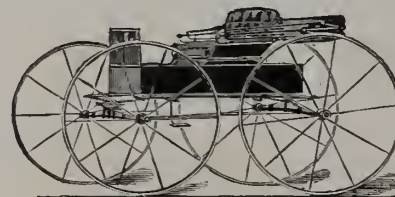
RICHMOND

VIRGINIA

# Hancock Buggy Co.

J. H. HANCOCK, PROPRIETOR

Dealers in Carriages, Surries  
Phaetons, Buggies, Carts, Jer-  
sies. Harness of all kinds



AGENTS FOR

Mitchell's Old Hickory & Taylor's Farm Wagons  
A. B. Farquhar Co. Saw Mills, Threshers and Engines  
Cor. Tenth and Church Sts., Opp. Friends Warehouse  
LYNCHBURG = = = VIRGINIA



**J. D. GALE**

D E A L E R I N

*Hardware, Supplies*  
*Ship Chandlery*  
PAINTS, OILS AND GLASS

97 E. Side Commercial Place, NORFOLK, VA.

**MacDonald Lunch Co.**

*All Over*  
*Norfolk*

38 Granby St.      231 Main St.  
Cor. Main and Commercial Sts.

**LUNCH ROOM AND STAG HOTEL**

**E. F. Jakeman**

JEWELER TO THE PEOPLE  
284 Main Street, Cor. Bank

Watches  
Jewelry  
Combs



Sterling  
Silver  
Cut Glass

Souvenir Spoons, Pins, Trays, Fobs  
Etc. Latest Novelties in Jewelry

Established 1868

**E. B. Johnson & Co.**

Incorporated

*General*  
*Insurance*  
*Real Estate* **Agents**  
*Rental*

**77 Plume Street, Norfolk, Virginia**

Both 'Phones 625

Members of Real Estate and Stock Exchange

## All There is of Life

is to do our work as well as we can, and be kind. We believe this to be the fundamental principle and the success of every business.

¶ We teach our people to think right. We tell them that the Banking Habit is not so bad as the Cab Habit, nor so costly to their thinkery as the Cigarette Habit; that the man with the Banking Habit is the one who never gets laid off. He's the one who can get along without you, but you cannot get along without him.

¶ The Banking Habit means sound sleep, good digestion, cool judgment and manly independence.

¶ We offer Courtesy, Kindness, Promptness and Safety. Your success is assured.

Traders and Truckers Bank  
N O R F O L K , V I R G I N I A



Question---Ask the Traveling Man where he dines in Norfolk.

Answer---The Majority will say

Linn's Cafe and  
Grill Room

134-136 Plume St.      52 Atlantic St.  
54 Bank St., NORFOLK, VIRGINIA



*The Success Brand*  
===== *for* =====  
Successful Merchants



Correct Prices on Staples

Up-to-Date Styles in Novelties

If you Want what you Want  
when you Want it

TRY

**WATTS BROS. CO.**

Wholesale Notions, White Goods and Furnishings  
**LYNCHBURG, VIRGINIA**





Main Office and Factory, Lynchburg, Va.



Branch House, Richmond, Va.



Branch House, Norfolk, Va.

# Harris, Woodson & Co.

MANUFACTURING AND JOBBING  
CONFECTIONERS

## SOLE DISTRIBUTORS FOR

Lowney's Chocolates  
B. & C. Soda Fountain Requisites  
"Sanatorium" Blood of the Grape Juice  
"Sanatorium" Unfermented Champagne

## HEADQUARTERS FOR

Peters' Swiss Milk Chocolates  
Cailler's Swiss Milk Chocolates  
High-Grade Mixtures  
Package Specialties  
Coca-Cola

## MANUFACTURERS OF

"Dixie" Kisses  
"Southern Pride" Pure Stick  
Chocolate Cream Drops  
Popular Penny Pieces  
Pail Specialties

LYNCHBURG, VA.

∴

NORFOLK, VA.

∴

RICHMOND, VA.

# Stein - Bloch Smart Clothes For Men



This label stands for 52 years of knowing how. It is in every coat underneath the flap below the collar. Never fail to look for it.

The Stein-Bloch Co.,

Main Offices and Tailor Shops

Rochester, N. Y.

---

CLOTHES OF QUALITY

ONE PRICE TO ALL

WE ARE SOLE AGENTS FOR THE  
Stein-Bloch Clothes for *all* Men *and* "College Brand" Clothes for Young Men

**LOUIS DREWREY & CO.**

315 AND 317 MAIN STREET      ✂      ✂      NORFOLK, VIRGINIA

TAILORING, FURNISHINGS AND HATS

# POSTAL BUFFET

29 Atlantic Street    ♣   ♣   ♣   ♣   Opposite Post-office

Imported Wurzburg-Hofbrau and Pilsner Beers on draught

Choicest Imported and Key West Cigars   ♣   Private Booths

GERMAN DELICATESSEN LUNCHES



Electric Elevators

Cuisine Unsurpassed

# Hotel Fairfax

HEADQUARTERS OF

U. C. T.



Centrally Located. Convenient to the Wholesale and Retail Districts and all Theaters and Railroads. It is new and Modern and the Finest Furnished Hotel in the South and absolutely Fireproof, Steam Heated and has Hot and Cold Water, Electric Lights, Local and Long Distance 'Phones and Toilet in each room ❖ ❖ ❖ ❖ ❖ ❖ ❖

---

---

NORFOLK, VIRGINIA



# Victoria Hotel

P. A. S. BRINE, Manager

Main Street, Norfolk, Va.

---

*Special Inducements to Commercial Men*

Hot and Cold Water and  
Long Distance Telephone in Every Room

WESTERN BRANCH, ST. LOUIS

PACIFIC COAST BRANCH, SAN FRANCISCO

---

ESTABLISHED 1835

**GARRETT & COMPANY**

PIONEER  
AMERICAN

...Wine Growers...

**NORFOLK, VIRGINIA**



BUILDERS OF



GEO. D. WITT, President



C. H. PECKER, Vice-President



JNO. C. DABNEY, Sec. and Treas.

WHERE FAMOUS  
BRANDS  
OF THE **Geo. D. W.**

A detailed illustration of a large, multi-story industrial building with many windows. In front of the building are several horse-drawn carriages and a small train. The building is surrounded by ornate, swirling decorative lines.

9TH STREET FACTORY.  
CAPACITY, 3000 PAIRS  
A DAY

WHOLESALE DEPARTMENT

RECEIVING AND SHIPPING DEPARTMENT

GEO. D. WITT SHOE CO.

GEO. D. WITT SHOE CO. WHOLESALE DEPARTMENT

RUBB

BUILDERS OF GEO. D. WITT



LYNCHBURG, VA.

The advertisement features two detailed illustrations of buildings. On the left is a multi-story building with a sign that reads "GEO. D. WITT SHOE CO. 1878" and "1898". Below this building, the text "24-26-28 9TH STREET" is visible. On the right is a large, multi-story factory building with many windows and a chimney. Below this building, the text "JEFFERSON STR. FACTORY. CAPACITY, 6000 PAIRS A DAY" is visible. The central text "Witt Shoe Co." is written in a large, stylized font, with "ARE MADE AND DISTRIBUTED LYNCHBURG, VA., U.S.A." written below it. The entire advertisement is framed by decorative scrollwork.

WAREHOUSE

Witt Shoe Co.

ARE MADE AND  
DISTRIBUTED  
LYNCHBURG, VA., U.S.A.

GEO. D. WITT SHOE CO.  
1878 1898

24-26-28 9TH STREET

JEFFERSON STR. FACTORY.  
CAPACITY,  
6000 PAIRS A DAY



E. L. LANDRUM, Purchasing Dept.



W. R. FOREMAN, House Supt.



J. P. EVANS, Sales Dept.

SHOE CO., LYNCHBURG, VA.

CLAY DREWRY, Pres.

JNO. C. FREEMAN, Vice-Pres. and Treas.

W. F. DANCE, Sec.

## Drewry, Hughes Company

WHOLESALE

Dry Goods and Motions

NOS. 1412-1418 EAST CARY ST.

*RICHMOND, VA., March 21, 1907.*

*To the Southern Retail Merchants.*

GENTLEMEN:—Is there anything more important to you than to have a reliable house from which to order by mail when the quantity of goods wanted will not justify a trip to market?

We have been in business nearly seventy years. We know what the Southern trade requires. Our reputation is well established. It will pay you to send us a trial order.

Yours very truly,

CLAY DREWRY, *President*



# The Columbia

30-32-34 GRANBY STREET  
BETWEEN ATLANTIC HOTEL  
AND VIRGINIA CLUB  
Norfolk, Virginia

M E N ' S  
H I G H Q U A L I T Y

Clothiers  
AND  
Furnishers

"The Money's Worth or Money Back Store"

WINSTON PARRISH, W. H. TUGGLE, B. A. RICHARDSON, JR.,  
President Vice-President Secretary and Treasurer

---

## Jamestown Identity Company

(INCORPORATED)

Identification in Case  
of Accident or Death and for Negotiable  
Papers

S. B. PHONE 3707 P. O. BOX 501



202 LAW BUILDING  
NORFOLK, VIRGINIA

C. E. WINGO, President  
 C. J. GREEN, Vice-Pres. and General Mgr.  
 W. F. GORDON, Secretary  
 G. B. WILSON, Treasurer  
 H. S. HOTCHKISS, Manager of Sales

DIRECTORS:  
 C. E. Wingo    G. B. Wilson    C. J. Green  
 J. M. W. Green    J. D. Crump    T. R. Aaron  
 A. W. Hankins    W. F. Gordon  
 H. S. Hotchkiss



Manchester, Va.    ..    Richmond, Va.    ..    Fredericksburg, Va.

THE DAILY CAPACITY OF OUR FACTORIES is 3200 Pairs Greater than all the Richmond and Manchester Shoe Houses COMBINED.

The Only House in the Whole South Manufacturing MEN'S, BOYS', WOMEN'S, MISSES' AND CHILDREN'S SHOES.

# **SALESMEN WANTED**

---

We can always make room for the salesman  
who can "Deliver the Goods." If you can sell

**"The Best Shoes Under the Sun"**

**Come, Write, or Telegraph**

---

**WINGO, ELLETT & CRUMP SHOE CO.**

Manchester, Va.

Richmond, Va.

Fredericksburg, Va.

---

**Watch for Our Exhibit**



The Imperial Drip Coffee Pots Made of Seamless Ivory Enamel.

# The Imperial Coffee Company, Incorporated

## Coffee Roasters and Importers

1329-1331 E. Cary Street, Richmond, Va., U. S. A.

Largest and most modern coffee plant in the south. Our roasting and packing plant is one of the most interesting sights in Richmond, and is always open to the public in every department. Call on us when in our city and see us roast and pack coffee, see our bag machine and automatic weighing machines, etc.

### Some of Our Brands in Tins



#### Cracker Jack

Packed only in  
2½ & 5 lb. pails  
2½ lb. pail retail price  
50 cents  
5 lb. pail retail price \$1.  
Finest coffee in the  
world for the price.



Mocha & Java

#### Electric

Packed  
in 1, 2  
and 3  
lb. tins



Mocha & Java

#### Coffee Superb

#### Toxaway

Mocha  
and  
Java



Finest in  
United  
States

Retail price 35 cts. or 3 lbs. for \$1.

#### Buffalo Blend

Packed in 4 lb.  
pails retail  
price \$1.  
High grade Silver  
Knife or Fork in  
each pail.



Mocha & Java

#### Aristocratic

Packed  
in 1, 2  
and 3 lb.  
tins.



Mocha & Java



#### Bob White

Packed in 1 lb.  
tall lithograph-  
ed tins. Retail  
price 30 cts. per  
pound.

Mocha & Java



#### Royal Peach

Packed in  
1 lb. tins.  
Retail price  
25 cents  
a lb.

Straight Laguayra



#### The Hamilton

Packed in 1 lb.  
paper pkgs. 60 or  
100 lb. cases.

A Great Seller



#### Red Cross Compound

1 lb. pkg.  
100 lbs.  
to a case.

Ground



#### Lucky Strike

1 lb. pkgs.  
60 or 100  
lb. cases.

Ground



#### Coffee Extraordinary

#### "The Chef"

Demi Tasse or After  
Dinner Coffee  
Packed in half-pound air  
tight lithographed tins

Price 60 cents per lb.

All Our Coffees Guaranteed Satisfactory—Write for Jobbing Prices.

Headquarters for Imperial Meteor Percolators, Grandest Coffee Makers in the World.

# Havana Cigar Company

INCORPORATED

Largest Stock of Imported and Domestic  
Cigars, Tobacco and Pipes

in the South. Finest display  
of smokers' supplies in the city

Call at Our Parlors:

214 Main St. - 57 Granby St. - Black Cat Cigar Store  
Norfolk, Va.

112 High St., Portsmouth, Va.

# Norfolk Insurance and Realty Corporation

GENERAL AGENTS

The State Life Insurance Company  
Indianapolis, Ind.

The Best Company for the Agent because its poli-  
cies are the Most Profitable for the Policy holders  
Experienced Agents wanted in all parts of Virginia

Chamberlaine Building : NORFOLK, VIRGINIA

Phones: New 377, Old 3393

HOT AND COLD BATHS

## The Jamestown Hotel

E U R O P E A N P L A N

Cafe and Buffet Attached

J. M. BARR, Prop., 17-19-21 City Hall Ave., NORFOLK, VA.

## WALTER B. BURROW

MECHANICAL ENGINEER ✂ ✂ Registered Patent Attorney

Patents, Designs, Trademarks, Copyrights. Drawings and Preparations of all  
Papers given personal attention. Imperfect Inventions Designed and Perfected  
Difficult and Complicated Patents a Specialty. A cordial invitation to make my  
office your headquarters, when in Norfolk, is hereby extended.

Long Distance Telephone 1286 ✂ ✂ ✂ 407 Law Building  
Corner Granby and Plume Sts.

—TRADE—  
**BASOL**  
—MARK—  
**PAINT**

Composed of the most durable  
bases carefully combined with  
Pure Linseed Oil, and containing  
no chemicals. Not ready for use  
until reduced with Pure Raw  
Linseed Oil, gallon for gallon.

Manufactured and Sold Exclusively by

Jenkins Paint & Oil Co.

37-39 Commercial Place :-: NORFOLK, VA.

**"Right to the Point"**

# **The Trustworthy Shoe**

WILL FULFILL YOUR  
DEMANDS

**Garnett-Puckett Shoe Co., Inc.**

Norfolk, Virginia

***Stoakley Gibraltar Paint  
and Roofing Corporation***

MANUFACTURERS AND DISTRIBUTORS OF

## **Gibraltar Fire Resisting Paints and Roofing Materials**

***Paints, Oils, Varnishes, Glass,  
Etc.***

Testimonials Furnished on  
Application.

37-39 BREWER STREET  
Norfolk, Virginia



THE LEADING EUROPEAN HOTEL OF THE SOUTH. CENTRALLY LOCATED

Murphy's  
Hotel



Murphy's  
Hotel

*RATES:—\$1.00, \$1.50 and \$2.00 per day*

Rooms With Bath and En Suite

JOHN MURPHY, *Owner and Proprietor*

8th and Broad Streets    ∴    ∴    ∴    Richmond, Virginia

# SWINDELLE & THOMPSON

---

32 Plume Street (Law Building)

::

::

::

::

NORFOLK, VIRGINIA

*Surgical Instruments*

*Physicians' Office Furniture*

*Orthoepoedic Appliances*

*HOSPITAL OUTFITTERS*

*EVERYTHING ELECTRICAL*

Invite visiting physicians to make their store headquarters for

*MAIL, TELEGRAMS, AND INFORMATION*

While in attendance upon the

**Jamestown Exposition**

Also to inspect their exhibit in Space 21, Manufacturers Liberal Arts Building,  
at Exposition Grounds

---

## *REPRESENTING :*

W. D. ALLISON CO., Indianapolis, Ind.,  
Physicians' Office Furniture.

VAN HORN & SAWTELL, New York City,  
Sterilized Sutures and Surgical Specialties.

THE VICTOR ELECTRIC CO., Chicago, Ill.,  
Surgical and Dental Electrical Specialties.

ALB. STILLE, Stockholm, Sweden,  
Surgical Instrument Makers.

THE DATUROL DRUG CORP., Norfolk, Va.  
Hemorrhoidal Specialty

THE RANDALL-FAICHNEY CO.,  
Boston, Mass.,  
Thermometers.

COLUMBUS ASEPTIC FURNITURE CO.,  
Columbus, Ohio,  
Aseptic Office and Hospital Furniture.



NO. 7. SPECIALIST'S CHAIR

OFFICES

CHICAGO, ILL. NEW ORLEANS, KANSAS CITY  
SAN FRANCISCO, DENVER, NEW YORK, BOSTON  
PHILADELPHIA, BALTIMORE, PITTSBURG  
BUFFALO, NORFOLK, VA.

NO. 36. OPERATING TABLE



# W. D. Allison Company

Indianapolis, Indiana

MANUFACTURERS OF

## High-Grade Office Furniture

### For Physicians

*Call and Examine Our Display*

## SPACE 21

*Manufacturers and Liberal Arts Building*

Jamestown Exposition

NORFOLK, VA.

April 26th to Nov. 30th, 1907



# Swindelle & Thompson

SELLING AGENTS

SURGICAL INSTRUMENTS  
PHYSICIANS' OFFICE FURNITURE  
HOSPITAL OUTFITTERS

32 Plume St. (Law Bldg.) Norfolk, Va.



NO. 62 COMBINATION OFFICE CABINET

NO. 69. SPECIALIST'S CABINET





KEELER'S  
**Hotel and Restaurant**

Broadway and Maiden Lane

ALBANY, NEW YORK



**Commercial • Men's • Headquarters**



250 Rooms, 50 with Bath. European  
Plan Entirely. Business Center  
and only one block from  
Union Station.



**W. H. KEELER**  
*Proprietor*

THE  
**Hotel Lorraine**  
NORFOLK, VA.



Home Comforts Extended to Commercial  
Men. European Plan

L. BERRY DODSON, *Manager*

Convenient to Wholesale and Retail Districts. Ample  
Room Accommodation Assured



